

Littler Mendelson, P.C. 21 East State Street Suite 1600 Columbus, OH 43215

February 17, 2010

Alison M. Day 614.463.4212 direct 614.463.4201 main 614.221.3301 fax aday@littler.com

# VIA E-MAIL (<u>ERIC TAYLOR@NLRB.GOV</u>) AND THROUGH THE NLRB'S E-FILING SYSTEM (WWW.NLRB.GOV)

Eric A. Taylor National Labor Relations Board Region 9 John Weld Peck Federal Building 550 Main Street – Room 3003 Cincinnati, Ohio 45202

ALL INFORMATION PROVIDED

HEREIN SHALL REMAIN

CONFIDENTIAL

Re: (b) (6), (b) (7)(C)v. Sam's East, Inc.

Club No.:

#6307 - Columbus, Ohio

Case No.:

9-CA-45386

LM File No.:

(b) (6), (b) (7)(C)

#### Statement of Position

Dear Mr. Taylor:

This letter and the attached documentation constitute Sam's East Inc.'s (hereinafter "Sam's") initial Statement of Position in response to the Charge filed by (b) (6), (b) (7)(C). In charge, (b) (6), (b) (7)(C) erroneously claims that Sam's violated Section 8(a)(1) of the National Labor Relations Act when it terminated employment in retaliation for protected activity (i.e. complaining to management about (b) (6), (b) (7)(C) relationship with a (b) (6), (b) (7)(C).

As discussed in detail below, (b) (6). (b) (7)(c) did not engage in any protected concerted activity. Regardless, Sam's did not retaliate against (b) (6). (b) (7)(c) based on alleged protected activity, or for any other retaliatory or discriminatory reason. Sam's terminated (b) (6). (b) (7)(c) for Gross Misconduct, pursuant to Sam's Coaching for Improvement Policy, because of dishonest actions related to weekly reports.

<sup>&</sup>lt;sup>1</sup> (b)(6).(b)(7)(c) improperly identifies "Sam's Club, a Division of Sam's Stores, Inc." as the Respondent in this matter. The appropriate Respondent in this matter is Sam's East Inc., which is the operating entity for Club #6307 in Columbus, Ohio. Sam's respectfully requests that the Charge be amended to reflect the appropriate Respondent.

#### Sam's Relevant Policies and Procedures.

In order to enforce Sam's policies, Sam's maintains a Coaching for Improvement Policy, which identifies a formal process designed to encourage and assist an associate to improve their job performance or behavior to meet the Company's expectations. *See*, Coaching for Improvement Policy, attached as Exhibit 1. Pursuant to this policy, typically associates who engage in misconduct proceed through a progressive discipline process which begins with a Verbal Coaching then progresses through a Written Warning, a Decision Day Coaching, and ends with Termination. There are also some situations where the use of the entire coaching process is not warranted and instead, because of the severity of the misconduct, an associate's employment is automatically terminated or a step in the process is bypassed. For example, pursuant to the Coaching for Improvement policy, "dishonesty" and/or "falsification of company records" constitutes Gross Misconduct and can result in immediate termination.

Sam's also maintains an Open Door Communications Policy in order to address Associate concerns. *See*, Open Door Communications Policy, attached as Exhibit 2. The purpose of the Open Door Policy is to encourage all associates to bring suggestions, observations, problems, or concerns regarding the Company or themselves to the attention of any supervisor or salaried member of management. Anything related to employment with Sam's is a proper subject to raise through the Open Door process, including allegations of discriminatory conduct by management, and Sam's is committed to conducting a thorough investigation of any such concerns. In addition, the Open Door Policy provides that the Company "will take no adverse action against any associate based solely on the associate's participation or lack of participation in any Open Door activity."

### II. (b) (6), (b) (7)(C) Employment and Termination.

During tenure with Sam's, (b) (6), (b) (7)(C) was repeatedly coached regarding failure to adhere to Sam's Club's policies and procedures. Specifically, on (b) (6), (b) (7)(C) 2008, (b) (7)(C) was given a Verbal Coaching for violation of Sam's Attendance Policy. See, Verbal Coaching, dated (b) (6), (b) (7)(C) 2008. Then on (b) (6), (b) (7)(C), 2009, (b) (6), (b) (7)(C) received a Written Coaching for another violation of the attendance policy. See, Written Coaching, dated (b) (6), (b) (7)(C) 2009, attached as Exhibit 4.

Coaching, dated (b)(6), (b)(7)(C) 2009, attached as Exhibit 4.

As a New Business Manager, (b)(6), (b)(7)(C) was primarily responsible for building "new business and memberships for the Company." See, Job Description for New Business

Marketing Representative, attached as Exhibit 5. In order to build new business, was required to contact businesses each week, both via telephone and in person, to provide information on Membership benefits. In order to track an associate's business contacts, Sam's required (b) (6) (b) (7)(c), and all other New Business Managers, to document information about the various business contacts that made each week, including the businesses name, address, telephone number, and a brief description of the interaction with the business. This information was maintained in "Productivity Tracking Forms" and "Daily Marketer's Recap" forms. In addition, each week, after the New Business Managers completed the above mentioned forms, (b) (6), (b) (7)(C) would follow-up with two or three of each associate's contacts to see if the business needed any additional information and to evaluate the New Business Manager's performance.

The circumstances which led to (b) (6), (b) (7)(C) termination began in the contacted of 2009. At this time, (b) (6), (b) (7)(C) contacted (b) (6), (b) (7)(C) and explained that the travel expenses for the marketing representatives at Club #6307 were too high. Specifically, (b) (6), (b) (7)(C) indicated to that Club #6307's travel expenses were much higher than other Clubs with a larger marketing territory. Accordingly, (b) (6), (b) (7)(C) spoke to both of the New Business Managers (b) (6), (b) (7)(C) about their travel expenses and effective ways to minimize those expenses.

Then on (b) (6), (b) (7)(C), 2009, during the weekly follow-up calls to the contacts listed on the New Business Managers' "Daily Marketer's Recap" forms, (b) (6), (b) (7)(C) (b) (6), (b) (7)(C) became concerned when one of (b) (6), (b) (7)(C) weekly contacts adamantly denied seeing that week. See, Investigation Outline, attached as Exhibit 6 and Productivity Tracking Fors and Daily Marketer's Recap Forms, attached as Exhibit 7. Consequently, the next day, (b) (6), (b) (7)(C), 2009, (b) (6), (b) (7)(C) followed up both via telephone and in person with additional contacts listed on (b) (6), (b) (7)(C) Recap forms. Three of the contacts denied seeing (b) (6), (b) (7)(C) during that week and one of the contacts had the wrong address and phone number listed. Id. Based on this information. (b) (6), (b) (7)(C) concluded that (b) (6), (b) (7)(C) had falsified weekly forms. Accordingly, management determined that further investigation into (b) (6), (b) (7)(C) actions was warranted. On (b) (6), (b) (7)(C) 2009, (b) (6), (b) (7)(C) z conducted surveillance on (b) (6), (b) (7)(C) while allegedly visited area business contacts to obtain new members. During surveillance, (b) (6), (b) (7)(C) observed (b) (6), (b) (7)(C) travel to various Columbus suburban areas between 9:54 a.m. and 12:53 p.m.. However, (b) (6), (b) (7)(C) did not stop at any businesses or otherwise make any calls on potential customers. Id. On (b) (6), (b) (7)(C) 2009, (b) (6), (b) (b) (6), (b) (7)(C) interviewed (b) (6), (b) (7)(C) to discuss the findings of the above investigation. did not deny falsifying the documents, nor did eny that inaccurately reported weekly contacts. *Id.* 

At the conclusion of the interview, on (b) (6), (b) (7)(C) 2009, (b) (6), (b) (7)(C) was terminated for Gross Misconduct, based on the severity of misconduct including

## III. (b) (6), (b) (7)(C) Complaints About (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C)

(b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) in (b) (6), (b) (7)(C) alleges that nothing was done initially after (complained about the relationship between (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) and (c) (6), (c) (7)(C

## IV. (b) (6), (b) (7)(C) Claim Is Baseless And Fails As A Matter Of Law.

(b) (6), (b) (7)(C) alleges that Sam's retaliated against of rengaging in protected concerted activity under Section (8)(a)(1) of the Act. As an initial matter, (b) (6), (b) (7)(C) did not engage in concerted activity under the Act when reported that (b) (6), (b) (7)(C) and were engaged in a romantic relationship, because was not raising concern with or on behalf of any other Sam's Club associates. Moreover, (b) (6), (b) (7)(C) conduct in bringing personal computer into the workplace and showing other associates pictures of (b) (6), (b) (7)(C) during work hours is not even arguably protected activity, as it was disruptive to Sam's operations and violated Company policy. Even assuming for purposes of argument that (b) (6), (b) (7)(C) engaged in protected concerted activity, the evidence is clear that Sam's terminated employment purely as a result of concern with or engaging in protected concerted activity, the evidence is clear that Sam's terminated employment purely as a result of concern with or engaging in protected concerted activity, the evidence is clear that Sam's terminated employment purely as a result of concern with or engaging in protected activity, the evidence is clear that Sam's terminated employment purely as a result of concern with or engaging in protected activity, the evidence is clear that Sam's terminated employment purely as a result of concern with or engaging in protected concern with or engaged in protected activity, the evidence is clear that Sam's terminated employment purely as a result of concern with or engaged in protected activity.

# A. (b) (6), (b) (7)(C) <u>Did Not Engage in Concerted Activities For Mutual Aid Or</u> Protection.

In order to find that an employee has engaged in concerted activity, the Board requires that the activity "be engaged in with or on the authority of other employees, and not solely by and on behalf of the employee himself." Dickens, Inc., 352 NLRB No. 84 (2008) (quoting Meyers Industries, 268 NLRB 493, 497 (1984)). See also, Meyers Industries, 281 NLRB 882, 887 (1986) ("We reiterate, our definition of concerted activity in Meyers I encompasses those circumstances where individual employees seek to initiate or to induce or to prepare for group action, as well as individual employees bringing truly group complaints to the attention of management."). This rule prevents personal gripes relating to job conditions and the purely individual invocation of statutory workplace rights from falling within Section 7's definition of "concerted activity." Ewing v. NLRB, 861 F.2d 353, 361 (2<sup>nd</sup> Cir. 1988). Moreover, in order to be concerted, activity must have some relation to group action in the interests of employees. See, Williams v. Watkins Moror Lines, Inc., 310 F.3d 1070 (8th Cir. 2002) (team of two married employees who refused to drive a truck that violated Missouri weight restrictions did not engage in protected concerted activity where they operated as a "single individual for the purposes of employment.")

The Board continues to apply this standard and has repeatedly found that activities undertaken by individual employees on their own behalf generally are not concerted activities for mutual aid or protection. For example, in <u>Goodyear Tire & Rubber Co.</u>, 269 NLRB 881 (1984), an employee's refusal to perform an assignment based on his belief that the equipment was unsafe was held not to be protected concerted activity where none of the other employees complained. *See also*, <u>Adelphi Inst.</u>, 287 NLRB 1073 (1988) (employee placed on probation who asked co-worker if co-worker had ever been placed on probation was not engaged in concerted activity, because the employee did not seek to initiate, induce, or prepare for group action); <u>Tampa Tribune</u>, 346 NLRB No. 38 (2006) (allegation by employee of favoritism was not concerted activity because he was not alleging generalized favoritism in the workplace, but simply alleging favoritism in his specific case.) Consistent with this standard, an employee's invocation of a statutory employment right

does not constitute concerted activity. <u>Ewing v. NLRB</u>, 861 F.2d 353 (2<sup>nd</sup> Cir. 1988). Additionally, in <u>Manimark Corporation v. NLRB</u>, 7 F.3d 547 (6<sup>th</sup> Cir. 1993), the Board held that an employee's complaint regarding a change in policy affecting his compensation was a purely personal complaint and not concerted activity. *Id.* at 550. *See also*, <u>Holling Press Inc.</u>, 343 NLRB No. 45 (2004) (employee was not engaged in protected concerted activity when she solicited co-worker to be witness in support of her sexual harassment claim because seeking help from other people for personal claim was not for mutual aid or protection and employee's goal in seeking such assistance was purely individual.)

In charge, (b) (6), (b) (7)(C) alleges that was terminated for complaining about "wages, hours, or other working conditions." Your correspondence from February 2, 2010 indicates that the alleged protected activity was (b) (6), (b) (7)(C) complaints to Sam's management that (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) were in a romantic relationship and that it was inappropriate for (b) (6), (b) (7)(C) to interview (b) (6), (b) (7)(C) for a position. While your letter states that (b) (6), (b) (7)(C) contends that complaints were made "on behalf of other associates", all evidence is to the contrary. Sam's concedes that (b) (6), (b) (7)(C) raised concerns with members of management on several occasions regarding (b) (6), (b) (7)(C) relationship with (b) (6), (b) (7)(C) however, never once indicated that was complaining on behalf of other associates. without any indication that was acting on behalf of, or with the authority of any other associates, and Sam's has never been notified by any associate that complaining on his or her behalf.

Additionally, (b) (6), (b) (7)(C) denies that complaints about (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) relationship were concerted, as (b) (6), (b) (7)(C) has alleged. Instead, all of (b) (6), (b) (7)(C) complaints were raised as a personal concern that it was inappropriate for (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) to be engaged in a romantic relationship and inappropriate for (b) (6), (b) (7)(C) to interview (b) (6), (b) (7)(C). Notably, never even claimed that the relationship was creating a hostile work environment or was otherwise affecting employment. Such a personal gripe regarding an inaccurate belief that supervisor was doing something inappropriate is clearly not concerted activity. See, Tampa Tribune, 346 NLRB No. 38 (2006) (allegation by employee that employer was showing favoritism was a matter of self-concern because his protest referred only to his specific case.) It is insufficient and disingenuous for (b) (6), (b) (7)(C) to now claim that was acting on behalf of other associates for their mutual aid or protection.

# B. (b) (6). (b) (7)(C) Misconduct In Showing Other Associates Pictures From (b) (6), (b) (7)(C) Facebook Page During Work Time Is Not Protected Activity.

While Section 7 grants employees the right to engage in concerted activity for the purposes of collective bargaining or other mutual aid or protection, not all concerted activity is protected. Protection requires that the activity not be improper — namely, that the activities not disrupt the employer's operations. See, Washington Adventist Hospital, 291

NLRB 95, 95 fn.1 and 102 (1988); Postal Service, 282 NLRB 686, 695 (1987). Activity is not protected if carried out in a manner that is abusive or unjustifiably disruptive of an employer's operations. Nynex Corp., 338 NLRB 659, 171 LRRM 1329 (2002) (citing Carolina Freight Carriers, 295 NLRB 1080 (1989) (employer lawfully discharged employee who, insisting on contractual entitlement to 6 hours' pay, persistently challenged supervisor's direct order to clock out.); Washington Adventist Hospital, 291 NLRB 95, 95 fn.1 and 102-103 (1988) (finding that employee lost the protection of the Act where he took over hospital-wide computer system to communicate otherwise protected message to coworkers.)

Additionally, (b) (6), (b) (7)(C) allegation that (b) (6), (b) (7)(C) had inappropriately brought (computer into the workplace and had viewed screen shots of (b) (6), (b) (7)(C) had inappropriately brought (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the workplace and had viewed screen shots of (computer into the videos) personal computer into the videos (computer into the videos) properly explained to (computer into the videos) (computer into the vide

# C. <u>Sam's Club Had A Legitimate, Non-Retaliatory Reason For Terminating (b) (6), (b) (7)(C)</u>.

In your correspondence, you indicate that (b) (6), (b) (7)(c) claims that should not have been terminated because never received a Decision Day Coaching. It is true that was on Written Coaching step in the Coaching for Improvement process at the time of termination, and that that had not received a Decision Day Coaching. However, this

(b) (6), (b) (7)(C) claim that was one of the top performing (b) (6), (b) (7)(C) in Market is likewise completely irrelevant.<sup>2</sup> Sam's did not terminate (b) (6), (b) (7)(C) for poor job performance. Rather, (b) (6), (b) (7)(C) was terminated because engaged in Gross Misconduct, which required that be terminated. It would have made no difference if had been the top performer in the Company, as Sam's does not condone dishonesty from its associates, regardless of their financial contribution.

Accordingly, the foregoing establishes that Sam's terminated (b) (6), (b) (7)(C) for legitimate reasons and not because of alleged protected activity under the Act.

#### V. Conclusion

(b) (6), (b) (7)(C) did not engage in concerted activity when complained about the romantic relationship between (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) as complaints were not made on behalf of other employees for mutual aid and protection. Further, (b) (6), (b) (7)(C) activity in showing Facebook pictures to other associates during work time was not protected, and Sam's was entirely justified in warning (b) (6), (b) (7)(C) that further violations of the Social Media Policy could result in discipline. Moreover, (b) (6), (b) (7)(C) charge should be dismissed on the grounds that has no evidence that termination was the result of anything other than cross Misconduct.

Should you require any additional information or wish to speak to any witnesses, please do not hesitate to contact me.

Very truly yours,

Alison M. Day

#### **Exhibits**

cc: Robert DeMoss, Esq.

Sam's denies that (b) (6), (b) (7)(C) was one of the top financial performers in the Market. However, as discussed above, it makes no difference, as Sam's terminated employment for Gross Misconduct.

Exhibit 9:

Coaching for Improvement Policy – PD-30 Exhibit 1: Open Door Communications Policy - PD-27 Exhibit 2: Verbal Coaching Exhibit 3: Written Coaching Exhibit 4: Job Description: (b) (6), (b) (7)(C) Exhibit 5: Investigation Summary, Statement from (b) (6), (b) (7)(C) Exhibit 6: Productivity Tracking Forms and Daily Marketer's Recap forms Exhibit 7: Exit Interview Exhibit 8:

Romantic Relationships Policy - PD 22

**EXHIBIT** 

Wal-**Coaching for Improvement Mart®** 

Corporate Excludes Division 7 and Home Office

**Policy** 

**Coaching for Success** 

Revised: 04/18/05

Coaching for Success can be defined as an informal, ongoing process of helping Number: PD-30 Associates achieve results by building on Associates' strengths, developing their skills, providing encouragement and increasing their confidence. In other words, it means increasing the likelihood of the Associate's personal success and enhancing their ability to contribute significantly to the team's success.

> Coaching for Success is an essential part of leadership - spending time with Associates where the work is done, being available to instruct, listen and advise. It provides Associates with a constant flow of feedback. In this manner, help is provided when it is needed most as well as communicating enthusiasm, pride, and support. Coaching for Success often resolves or solves a situation before it gets to the point of Coaching for Improvement.

#### **Coaching for Improvement**

Coaching for Improvement occurs when an Associate's behavior (job performance or misconduct) fails to meet the Company's expectations, even after Coaching for Success. It is a more formal process designed to encourage and assist an Associate to improve their job performance or behavior to meet the Company's expectations. It allows the Associate to be involved in their own improvement plans and assume responsibility for their behavior. Our aim is to retain Associates who have the interest, ability, and desire to be successful.

#### Applies To

- All Associates regular, full time, peak time, Hourly and Salaried.
- Special considerations apply to Associates Employed Less Than 90 Days and Home Office Temporary Associates. See Associates Employed Less Than 90 Days and Home Office Temporary Associates section.

#### The Coaching for Improvement Process

Coaching for Improvement is designed to be progressive. Apply Coaching for Improvement in a fair, timely, and consistent manner. Always start at the appropriate Coaching Level depending on the classification of behavior to be addressed. More serious levels of coaching are used at appropriate intervals until either the Associate's conduct or performance reaches the desired improvement or all coaching levels have been exhausted. However, there will be some situations where use of the Coaching process is not warranted and instead, the Associate's employment is automatically terminated. (See Gross Misconduct section below.)

Coachings should be conducted in a manner which allows the Associate to explain

their behavior and to learn from the discussion.

Investigations are a routine part of the coaching process. It ensures a complete review of the facts and allows time for proper consideration of appropriate disciplinary action. During the investigation, the Associate may be suspended without pay if it is in the best interest of all parties involved.

Salaried Members of Management suspended without pay must receive their salary through the end of their current pay week.

Refer to the Investigation and Suspension Policy (PD-57) for additional information.

#### Guidelines for Administering the Coaching for Improvement Process

- 1. Gather the facts including witness statements, if appropriate.
- 2. Discuss the situation with the Associate to get their side and any additional facts. Gather Associate(s) statement, if applicable.
- 3. Properly classify whether the action is related to job performance or a specific behavior (misconduct or gross misconduct), including a specific reference to any policy or procedure including Health Privacy and Security Standards.
- 4. Determine the appropriate level of coaching. Depending upon the behavior, steps may be skipped.
- 5. Complete the Coaching for Improvement in the System.
- 6. Follow the procedures for effective coaching (set climate, etc.).
- 7. Conduct the Coaching for Improvement session, along with an hourly supervisor or another salaried member of management present, if the facts and the initial discussion with the Associate conclude a coaching is appropriate.
- 8. The Associate must complete the Plan of Action Section for both the Written and Decision-Making Day level of Coaching for Improvement.

#### **Coaching for Improvement Levels**

Level One - Verbal Coaching

Verbal Coaching is used to notify an Associate that their conduct or performance does not meet Wal-Mart's stated expectations, and what they need to do to correct the situation. It is always done verbally and in a constructive, non-intimidating way.

- Advise the Associate that this is the first level of our Coaching for Improvement process.
- The Supervisor should document the time, place and content of this conversation in the Coaching for Improvement System in the Behavior Observed Section.
- The Associate is not required to acknowledge the coaching.
- The Hourly Supervisor and salaried member of management should enter the Coaching into the system and then acknowledge the Verbal Coaching once it has been conducted.

The Written Coaching is a more serious discussion than a Verbal Coaching. It is the first level of Coaching for Improvement, which requires the Associate's acknowledgement.

• The Coaching for Improvement, with an acceptable detailed action plan, should be completed and acknowledged by the Associate.

Level Three - Decision-Making Day

This is the final opportunity for an Associate to evaluate their behavior in view of Wal-Mart's expectations prior to Termination.

- Level Three must also be formally documented and should be acknowledged by the Associate.
- Clearly explain the deficiencies noted at earlier Coaching for Improvement Levels, if any, and the specific improvement required.
- The Associate should complete an acceptable detailed action plan.

#### **Decision-Making Day**

- After conducting the Level Three session, the Associate is given one (1) day off with pay to decide whether they will make the required improvement. The Decision-Making Day is the Associate's next scheduled workday. The Associate should be paid for the number of hours they were actually scheduled to work. For payroll, designate these hours as "Other Pay Decision-Making Day".
- Meet with the Associate at the start of the next scheduled work day after the
  Decision-Making Day to review the Associate's detailed action plan developed
  during the Decision-Making Day and to discuss their decision as to making the
  required improvement. The Associate should at this time input their detailed
  Action Plan into the Coaching for Improvement System.
- An Associate may be given only one (1) Decision-Making Day within a 12 month period. If the Associate has already been given a Decision-Making Day within the preceding 12 month period and their performance or behavior continues to not meet Company expectations, the Associate is subject to immediate termination.

Demotion may be included as part of the coaching process at Level Three - Decision-Making Day for both job performance and misconduct issues. Demotions should always be accompanied by appropriate documentation.

#### Level Four - Termination

Associates who are deemed to have engaged in Gross Misconduct are subject to immediate termination. This is not part of the Coaching for Improvement process. If the salaried member of management is uncertain if a particular behavior is Gross Misconduct, the District Manager/Director of Operations, Regional Personnel Manager, or the personnel representative for the area should be contacted to discuss the situation before any disciplinary action is taken. For matters pertaining to Health Privacy Standards, you may also call Wal-Mart's HIPAA Privacy Officer at 1-800-421-1362 or 479-621-2929. For matters pertaining to Health Security Standards, e-mail HIPAA EPHI Report at hipaaeph@wal-mart.com.

Any level of Coaching for Improvement for a violation of the Health Privacy Standards will be forwarded electronically to the HIPAA Privacy Officer.

#### **Behavior Classification**

Three behaviors are addressed below by this policy:

- Job Performance.
- · Misconduct.
- Gross Misconduct.

Any combination of these behaviors may result in additional disciplinary action up to and including termination.

Job performance includes behavior that does not meet the reasonable expectations/standards set for all Associates in the same or similar position.

Misconduct includes behavior other than job performance, which falls below stated expectations, violates Company policy, does or may interfere with safe, orderly, or efficient operations or which creates a hostile or offensive environment for Associates, Customers/Members, and/or Suppliers, including compliance with Health Privacy and Security Standards.

Examples of misconduct include, but are not limited to:

- Attendance or punctuality that does not meet clearly communicated Company/facility guidelines.
- Unauthorized use of Company time (i.e. loafing) or personal business on Company time.
- Reckless use of equipment.
- Horseplay.
- Harassment/Inappropriate Conduct.
- Profanity
- Understocking merchandise.
- Insubordination.
- Grazing (i.e., eating food items from an open bag, eating items from claims, etc.)
- Inappropriate disclosure of another person's (Associate or Customer/Member) or Company confidential information.
- Unauthorized sale of restricted items (i.e., alcohol, tobacco, pseudo ephedrine, spray paint, R-rated movies, M-rated games, or any other item restricted by Wal-Mart guidelines or law).
- Improper release of prescription medications from the Pharmacy.
- Unauthorized use or disclosure of health information in violation of the Health Privacy and Security Standards Policy. (i.e., An Associate answering the phone in Pharmacy or Optical and releasing information without first verifying the identity of the caller).

Gross Misconduct will not be tolerated. Coaching for Improvement will not be used to address gross misconduct. The employment of an Associate who is deemed to have

engaged in gross misconduct is subject to immediate termination. Associates terminated for gross misconduct are not eligible for re-hire. The following list is not all-inclusive but serves as examples of conduct, which are usually classified as gross misconduct and may result in immediate termination:

- Intentional misuse of Company time (claiming pay for time not worked).
- Theft.
- Dishonesty/Compromised integrity.
- Fraud.
- Abuse of Associate discount.
- Falsification of Company records.
- Possession/use of a firearm or other dangerous weapon on Company property.
- Possession/use/consumption of drugs or alcohol on Company property; and/or reporting to work impaired by either substance.
- Serious Harassment/Inappropriate Conduct.
- Fighting/Assault.
- Rude/Abusive conduct toward a Customer/Member or another Associate.
- Under-ringing merchandise or ringing an Associate's own purchase.
- Grazing (i.e., opening packages, purposefully damaging items, removing items from the shelf to eat, or any other act which causes a financial loss to the Company).
- Unauthorized surveillance of any Associate or salaried member of management.
- Negligent sale of restricted items (i.e., alcohol, tobacco, pseudo ephedrine, spray paint, R-rated games or movies, or any other item restricted by Wal-Mart guidelines or law).
- Unauthorized sale of any type of firearm.
- Negligent release of prescription medications from the Pharmacy.
- Violation of certain federal, state, or local criminal statutes.
- Any willful use or disclosure of health information in violation of the Health Privacy and Security Standards (i.e., Associate discloses health information without a business reason to disclose or to harm the reputation of the other person).
- Supervisor or salaried member of management who directed, knew or upon reasonable inquiry should have known that an hourly Associate worked without being properly compensated.

If assistance is needed determining if a particular infraction should be classified as Gross Misconduct, call the District Manager/Director of Operations, Regional Personnel Manager or the personnel representative for the area to discuss prior to termination. For matters pertaining to Health Privacy Standards, you may also call Wal-Mart's HIPAA Privacy Officer at 1-800-421-1362 or 479-621-2929. For matters pertaining to Health Security Standards, e-mail HIPAA EPHI Reports at hipaaeph@wal-mart.com.

## Associates Employed Less Than 90 Days and Home Office Temporary Associates

Associates employed less than 90 Days and Home Office Temporary Associates should be given verbal feedback regarding their performance and behavior. The formal coaching process is preferred, but not required.

Issues of performance should be addressed before an Associate is terminated, allowing them an opportunity to meet Company expectations. However, any performance issue may be grounds for termination.

#### Refusal to Provide Plan of Action/Acknowledge Expected Behavior

Associates are required to provide an acceptable written plan of action with both the Written and Decision-Making Day levels of Coaching for Improvement. If the Associate fails to provide the acceptable written plan of action and acknowledge the expected behavior, the salaried member of management who administered the coaching and the next level of management should:

- Restate the problem, why it is a problem, and the expectations.
- Ask the Associate to confirm and restate their understanding.
- Listen to the Associate's response and explanation.
- Explain that if the Associate refuses to write an acceptable plan of action and acknowledge the expected behavior, they will be advanced to the next level of coaching, up to and including termination.

#### Refusal to Acknowledge a Coaching for Improvement

If the Associate refuses to acknowledge a Coaching for Improvement, you should:

- Restate the problem, why it is a problem and the expectations.
- Ask the Associate to confirm and restate their understanding.
- Listen to the Associate's response and explanation.
- Explain that acknowledging the coaching is to acknowledge the Coaching for Improvement session was held. The Associate may also include any comments on the coaching, including that they do not agree.
- Always have another salaried member of Management present for the discussion and to acknowledge the completed coaching.

If the Associate refuses to acknowledge the Coaching for Improvement, the next level of supervision should discuss the situation with the Associate who is being coached and also must acknowledge the completed coaching.

#### Retention/Active Period

Coaching for Improvement documentation will be maintained electronically for 12 months under an "active" status. Twelve months after the last Coaching for Improvement session the Coaching for Improvement documentation becomes "inactive". Notify the Associate that due to their improved behavior/performance, the Coaching for Improvement documentation is now "inactive".

"Inactive" coachings will be electronically placed in a separate "Inactive" database which is maintained for five (5) years after the Associate leaves the Company.

All coachings pertaining to Health Privacy Standards must be retained for at least six (6) years by the Company and Wal-Mart's HIPAA Privacy Officer.

#### Leave of Absence

The active period of a coaching is suspended during a leave of absence. When the Associate returns to work, the "clock" will start to run again.

An Associate was issued a Written Coaching January 4. She took a leave of absence from May 4 until July 4. The active period of the coaching is then extended for the same length of time as her leave. Thus, instead of the coaching expiring January 4 (12 months from the date of issuance), it will expire March 4.

#### Resources

Forms:	Coaching System: Coaching for Improvement System					
Guides:	Coaching for Improvement Guide					
Related Policies:	Investigation and Suspension Policy (PD-57) HIPAA Privacy Policy (PD-59)					
Personal Contacts:	District Managers/Director of Operations Regional Personnel Managers Corporate Associate Relations HIPAA Privacy Officer Legal Department Information Security Official					

EXHIBIT

#### All Material Wal-Mart Confidential. © 2008

Printed By: Becky Hillhouse

Page Source: WIRE

Date Printed: Tuesday, February !

#### **Policies**

### Open Door Communications Policy (PD-27) - National

Updated: February 1, 2008

This Policy applies to all Associates who work for Wal-Mart Stores, Inc., or one of its subsidiary companies, in the United States ("Wal-Mart")

#### **Policy**

Wal-Mart encourages and expects all Associates to actively participate in making the Company a better place to work and shop. The Open Door Process, which is an integral part of the Wal-Mart culture, reflects a tradition of open access to management. Wal-Mart welcomes early identification of opportunities and challenges, and mutual resolution of complaints. The Open Door Process offers each Associate an opportunity to bring suggestions, observations, problems, or concerns regarding yourself or the Company to the attention of any Supervisor or Manager without fear of retaliation.

While the Door is open to anyone who chooses to write, e-mail, telephone, or meet face-to-face with any Supervisor or Manager in the Company, at any level, who will treat your communication with dignity and respect, we encourage Associates to speak with their immediate supervisor to assist in resolving their concerns. Wal-Mart encourages and expects every Associate to have open discussions on all matters related to the Company through the Open Door Process.

Wal-Mart strongly encourages you to use the Open Door during your normal work hours. While the Company cannot promise that your views or opinions will always prevail, the Open Door Process ensures that you will always be heard. Wal-Mart will consider your views and opinions along with the views and opinions of other Associates in making decisions that will improve the workplace and the Company.

#### **Open Door Communications**

Anything related to Wal-Mart is a fair subject to raise in an Open Door communication. The Open Door is available for you to communicate your ideas and suggestions, as well as your concerns. Wal-Mart encourages you to discuss ways to improve customerservice and accomplish other operating efficiencies.

#### **Initiating an Open Door Communication**

You may obtain the quickest resolution of an issue or concern if you first initiate an Open Door communication with your immediate Supervisor. Thus, Wal-Mart encourages you to do so.

However, if your concern is about your Supervisor or if you believe your Supervisor has not satisfactorily resolved a concern you raised during an Open Door communication, you may proceed as follows:

- Contact any other Supervisor or Manager, including Senior Management. There is no formal "chain of command" that
  you must follow.
- Contact your Market Human Resources Manager/Regional Human Resources Manager, People Manager/Director, or any other Manager that you believe can address your issue.
- If you have a concern or problem related to the Statement of Ethics, you can also call the Ethics Helpline at 1-800-WMETHIC (1-800-963-8442) or e-mail <a href="mailto:Ethics@Wal-Mart.com">Ethics@Wal-Mart.com</a> or <a href="mailto:Compliance@Wal-Mart.com">Compliance@Wal-Mart.com</a>.

#### Pay for Open Door Activities

Wal-Mart strongly encourages you to exercise the Open Door during your normal work hours. As long as you are a current Associate, you will receive compensation for any time you spend on Open Door activities that occur during your work shift.

You will not be compensated for Open Door activities conducted outside of your working hours, such as participating in face to face communication, telephone calls, writing letters or e-mails, preparing other written documents, or traveling regarding

an Open Door, unless your Supervisor, Manager or Member of Management expressly directs or authorizes you to do so.

If you want to have an Open Door discussion with a Supervisor or Manager from another work location (for example, the Market Office, Regional Office, or Home Office), Wal-Mart encourages you to use the telephone or send an e-mail. Although you will be paid for any time spent traveling for Open Door activities during your work shift, you must obtain permission from a Salaried Member of Management before traveling to another work location during your work hours for Open Door activities.

#### **Investigation and Appropriate Action**

Wal-Mart takes all Open Door communications seriously. A Manager will investigate any complaints or concerns you raise in an Open Door communication promptly and thoroughly, and will follow up with you upon completion of the investigation to discuss resolution of your concern. The Manager may also need to interview other Associates during the course of an investigation relating to an Open Door.

Retaliation for initiating an Open Door or cooperating in an investigation relating to any Open Door is strictly prohibited. Any Associate who retaliates against another Associate for cooperating in an investigation will be subject to discipline, up to and including termination.

#### Confidentiality

Concerns, comments, complaints, etc., raised through the Open Door will be treated with confidentiality and respect.

Managers or supervisors involved in investigating the matter **may not** disclose any specific information to anyone not directly involved in resolving the issue. Managers or supervisors will make aware or consult only with those who have a need to know about the situation, including Associate-witnesses who may have knowledge of the circumstances surrounding the complaint and who may be interviewed as a part of the investigation. Managers, supervisors, and Associate-witnesses should not disclose any specific information to anyone not directly involved in resolving the Open Door.

#### Contacts

Facility	Contact Person
Wal-Mart Stores:	Store Manager Market Manager Market Human Resources Manager Regional Human Resources Director  Ethics Office: 1-800-WMETHIC or Ethics@Wal-Mart.com
SAM'S CLUBS:	Club Manager Market Manager Market Human Resources Manager Regional Human Resources Director  Ethics Office: 1-800-WMETHIC or Ethics@Wal-Mart.com
Field Logistics:	Human Resources Manager Regional Human Resources Manager Ethics Office: 1-800-WMETHIC or Ethics@Wal-Mart.com
Home Office:	People Manager People Director  Ethics Office: 1-800-WMETHIC or <a href="mailto:Ethics@Wal-Mart.com">Ethics@Wal-Mart.com</a>

This Policy does not create an express or implied contract of employment or any other contractual commitment. Wal-Mart may modify this Policy at its sole discretion without notice, at any time, consistent with applicable law. Employment with Wal-Mart is on an at-will basis, which means that either Wal-Mart or the Associate is free to terminate the employment relationship at any time for any or no reason, consistent with applicable law.

Last Updated: February 1, 2008

All Material Wal-Mart Stores Inc. Confidential. © 2008.

# Coaching For Improvement each # (5)(6)(6)(7)(6) ~ Status is Expired ~ Mode is View

	Coacii #		~ Status	is expired.	- Mode is	view	
ational ID# (SSN #)	First Name	M.I.	Last Name	Userid	Country	Division	Facility/Dept.

National ID# (SSN #)		irst ime	M.I.	M.I. Last Nam		Userid	Country	Division	Facility/Dept.			
	(b) (6)	. (b) (7)(C		(b) (6), (b) (7)(C		(b) (6), (b) (7)(C)	US	18	6307			
Type of Coaching:												
The Level, Type, and Reason(s) displayed below were the original Level, Type, and Reason(s) selected for the coaching.												
Level	Туре			ı	Rea	son(s)						
Verbal	Miscon	duct		1	Atte	ndance/Punctu	ality					
Observations of Associates Behavior and/or Performance:												
(b) (6), (b) (7)(C)												
	ociate'	s Beh	avio	r.								
When productivity. It also hinders the performance of the other associates in the department when they see late all the time.												
Behavior Expe	cted o	of Ass	ocia	te:								
is expected to be at work on time for all of scheduled shifts.												
Next Level of A	ction	:										
The next level of	action	if beh	avior	continue	s is:	: Written up	to and in	cluding Te	rmination.			
Date, Time, and	d Plac	e of C	oach	ning:	-							
Date Given	2008	(b) (6). (b) (7)		Time	1	3:00 PM	Piace	(b) (6), (b) (	7)(C)			
Expiration Date	e:											
The expiration date	e of the	coachi	ng ma	y be exten	ded	beyond 1 year	if the Asso	ociate spen	t time on LOA.			
Expiration Date	20	(0) (6), (b) (0) (-	(7)(									
Coaching Ackr	owled	igeme	nts l	Finalized	i B	y:						
		Natio	nal Id	# (SSN#)	)	First Name	Last Nan	ne				
Associate						(b) (6), (b) (7)	(b) (6), (b) (7)(C					
Associate Userid		(b) (6), (b) (7)	(C)									
Manager / Super	visor					(b) (6), (b) (7)(C)	(b) (6), (b) (7)(C)	M I	Acknowledge			
Member of Mgmt.						(b) (6), (b) (7)(	(b) (6), (b) (7)(C)	<b>I</b> 1/	Acknowledge			

EXHIBIT 7

## **Coaching For Improvement**

Type of Coaching: The Level, Type, and Refor the coaching. Level Type Written Misc Observations of As nas accrued anothe (b) (6), (b) (7) Impact of Associate When productivity. Behavior Expected When productivity. Behavior Expected Served to be heart Level of Action The next level of Action Termination. Action Points / Associate I plan to start coming in the Date, Time, and Place Date Given 2000 Expiration Date: The expiration date of the Expiration Date Coaching Acknowled Associate	te's Beh on time on if beh sociate's	es Beh excused navior: delays ociate: avior cons s Common time.	avior and absences.  meetings, for all sche ntinues is	tendance/Pund/or Performation called off delays appoint duled shifts.	ctuality mance: (b) (6), (b) (	7)(C) inders	was late
The Level, Type, and Refor the coaching.  Level Type Written Misc Observations of As has accrued anothed (b) (6), (b) (7) Impact of Associate When productivity.  Behavior Expected Discord is not here of productivity.  Behavior Expected The next level of Action The next l	te's Beh on time on if beh sociate's	es Beh excused navior: delays ociate: avior cons s Common time.	avior and absences.  meetings, for all sche ntinues is	tendance/Pund/or Performation called off delays appoint duled shifts.	ctuality mance: (b) (6), (b) (	7)(C) inders	was late
The Level, Type, and Reffor the coaching.  Level Type Written Misc  Observations of As  nas accrued another  (b) (6), (b) (7)  Impact of Associate When productivity.  Behavior Expected  Next Level of Action The next level	te's Beh on time on if beh sociate's	es Beh excused navior: delays ociate: avior cons s Common time.	avior and absences.  meetings, for all sche ntinues is	tendance/Pund/or Performation called off delays appoint duled shifts.	ctuality mance: (b) (6), (b) (	7)(C) inders	was late
Action Points / Associate Given plan to start coming in the next level of action remination.  Action Points / Associate action plan to start coming in the plan to start coming in the plan to start coming in the expiration date of the conclusion plan to start coming in the expiration date of the conclusion plan to start coming in the conclusion plan to start com	ssociate's sociate's scociate's	es Beh excused navior: delays ociate: avior cons s Common time.	avior and absences.  meetings, for all sche ntinues is	tendance/Pund/or Performation called off delays appoint duled shifts.	ctuality mance: (b) (6), (b) (	7)(C) inders	was late
Deservations of As has accrued another has acc	ther 14 under the sociate is sociate's sociate	excused  eavior: delays  ociate: avior cons continue to the co	avior and absences.  meetings, for all sche ntinues is nents:	d/or Perform called off delays appoin	mance: (b) (6), (b) (	inders (b)(6),(b)(	own
Dbservations of As  (b) (6), (b) (7)  Impact of Associate When provided is not here of the productivity.  Behavior Expected  (store is expected to be heaving in the next level of action remination.  Action Points / Associate attention att	ther 14 unito (C)  Ite's Beh on time on time on: on if beh sociate's	excused  eavior: delays  ociate: avior cons continue to the co	avior and absences.  meetings, for all sche ntinues is	called off delays appoin	mance: (b) (6), (b) (	inders (b)(6),(b)(	own
has accrued another by (6), (b) (7) mpact of Associated when productivity.  Behavior Expected to be having is expected of Action have been determination.  Action Points / Associated attention	ther 14 un  (C)  Ite's Beh on time on Ass here and on: on if beh sociate's	excused  eavior: delays  ociate: avior cons continue to the co	meetings, for all sche ntinues is	called off delays appoir	(b) (6), (b) (	inders (b)(6),(b)(	own
mpact of Associate When productivity.  Behavior Expected Sense is expected to be have been been been been been been been be	te's Beh on time d of Ass here and on: ion if beh sociate's	delays ociate: on time to	meetings, for all sche ntinues is nents:	delays appoir duled shifts.	ntments and h	inders (b)(6),(b)(	own
When productivity.  Behavior Expected  Sehavior Expected to be heaving is expected to be heaving is expected to be heaving is expected of action for the next level of action for the next level of action for the next level of the next level of action for th	d of Ass here and on: on if beha	delays  ociate: on time if  avior constant on time.	for all sche ntinues is nents:	duled shifts.			
Behavior Expected  Separation is expected to be howest Level of Action  The next level of action	d of Ass here and on: on if beha	ociate: on time i avior con s Common time.	for all sche ntinues is nents:	duled shifts.			
Next Level of Action The next level of action Termination.  Action Points / Assorber Date, Time, and Place Date Given 2000 Expiration Date:  The expiration date of the Expiration Date 2000 Expiration Expirat	here and on: on if beha	on time to avior common time.	for all sche ntinues is nents:		Day up to a	nd includin	g
Next Level of Action The next level of action Termination.  Action Points / Assorbance plan to start coming in to Date, Time, and Place Date Given 200 Expiration Date: The expiration date of the Expiration Date 200 Coaching Acknowled Speciate Speciate Userid	on: ion if beha sociate's	avior cons S Common time.	ntinues Is nents:		Day up to a	nd includin	g
The next level of action fermination.  Action Points / Assorbed plan to start coming in the Date, Time, and Place pate Given 2000 expiration Date:  The expiration date of the expiration Date 2000 ex	on if beha	s Comn	nents:	: Decision	Day up to ar	nd includin	g
remination. Action Points / Assorber Points / Assorber Points / Assorber Place	sociate's	s Comn	nents:	: Decision	Day up to ar	nd includin	g
plan to start coming in to Date, Time, and Place Date Given 2000 Expiration Date: the expiration date of the Expiration Date 2000 Expiration Expiration Date 2000 Expiration Expira		on time.					
Date, Time, and Place Date Given 200 Expiration Date: the expiration date of the expiration Date 20 Expirati	to work c		a:				
ate Given 2000 Expiration Date: The expiration date of the Expiration Date 2000 Coaching Acknowled Sociate Sociate Userid		oachin	a:				<del>.</del>
xpiration Date: ne expiration date of the opiration Date 20 oaching Acknowled sociate sociate Userid			9.				
ne expiration date of the cpiration Date 20 oaching Acknowled associate associate Userid	009-	)(C)	Time	4:01 PM	Piace	(b) (6), (b	o) (7)(C)
oaching Acknowled ssociate ssociate Userid					-		
oaching Acknowled	ne coachin		e extended	beyond 1 yea	ır if the Assoc	iate spent t	ime on LOA.
ssociate ssociate Userid	2010-	, (, No)					
ssociate Userid	edgeme	nts Ori	ginated l	Зу:			
ssociate Userid		Nationa	i Id# (SS	N#)	First Name	Last	Name
					(b) (5), (b) (7)	(b) (6), (b) (7)(	
anager / Eupomiser		(b) (6), (b) (7)(C)					
anager / Supervisor							
ember of Mgmt.							
oaching Acknowled	dgemer	nts Fina	alized By	<b>:</b>			
ompleted by Associate				pleted the A	ction Points ture.	and will ex	chibit the
Na (S	e >>			Name	Last		EXHI

Associate		(b) (6), (b) (7))	(b) (6), (b) (7)(C	₩ I Acknowledge				
Associate Userid	(b) (8), (b) (7)(C)	Password Validated						
Manager / Supervisor		(b) (6), (b) (7)(C)	(b) (6), (b) (7)(C)	I Acknowledge				
Member of Mgmt.		(b) (6), (b) (7)(	(b) (6), (b) (7)(C)	I Acknowledge				

### Job Description

## **New Business Marketing Representative**



This position is responsible for assisting in the operation of a Department. An individual in this position will be expected to perform additional job-related responsibilities and duties throughout the Facility as assigned and/or as necessary.

#### **Essential Functions**

An individual must be able to successfully perform the essential functions of this position with or without a reasonable accommodation.

Builds new business and memberships for the Company by providing information to Members on membership types and benefits, credit sigh-ups, and upcoming meetings or appointments, giving tours to prospective and current Members, completing and maintaining marketing recaps and other required documentation, and identifying and acting on membership growth opportunities.

Develops and supports Membership by providing information on Membership benefits, promoting the value of Company products and services, processing Memberships, upgrades, and credit accounts, participating in sales and marketing events, and making efforts to meet Membership goals.

Provides Member service by acknowledging the Member, identifying their needs, assisting with purchasing decisions, locating merchandise, resolving issues and concerns, and promoting the Company's products and services.

#### Competencies

An individual must be proficient in each of the competencies listed below to successfully perform the responsibilities of this position.

**Membership** — Provides accurate information to Members for membership enrollment, benefits, and services. Processes membership and credit accounts and completes Member orders in a timely manner. Reports complaints and problems with membership services and work areas. Uses membership equipment and stocks membership supplies in safe and correct ways. Seeks out and obtains new leads and membership sales from business prospects and existing Members.

**Membership Sales** — Follows up on Member concerns, issues, and requests on memberships, credit-sign ups, and upcoming meetings or appointments. Comes up with and recommends new ways to build business and increase memberships for the Company. Gives tours to business prospects and Members to build interest in memberships and Company products and services. Completes and maintains accurate marketing recaps containing Member concerns, prospecting information, and compliance requirements.

Judgment: Make Effective Choices — Uses policies, procedures, and/or guides to make good choices. Uses data and facts in order to make day-to-day decisions and involves others as needed. Recognizes what might be a problem and informs those who can correct it.

**Member Centered: Serve the Member** — Shows care and concern when serving our Associates and Members. Asks questions in order to understand Associate and Member needs. Uses policies and information in order to exceed Associate and Member expectations. Finds and uses the right resources (people, products, tools) at the right time in order to resolve Associate and Member requests.

Execution and Results: Get Results — Ensures work is done correctly. Works on top priorities first. Makes a consistent effort to get results. Meets deadlines. Takes action in order to solve problems so work can be completed in a timely manner.

Planning and Improvement: Plan for and Improve Work — Accepts responsibility and meets expectations for own work. Identifies steps needed in order to carry out work as required.

Influence and Communicate: Share Information — Listens to others and asks questions to learn about what is needed. Communicates the right information to Associates and leaders when they need it. Communicates in a respectful and professional manner.

Ethics and Compliance: Perform to Ethical Standards — Follows Company policies and procedures. Shows integrity and ethical behavior in all work situations. Reports ethical and compliance issues promptly.

Adaptability: Adapt — Adapts to changing work demands. Stays focused on own work when faced with change or difficulties. Stays open to and learns from feedback.

#### **Physical Activities**

The following physical activities are necessary to perform one or more of the essential functions of this position.

Enters and locates information on computer.

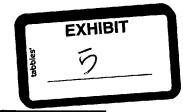
Safely drives motor vehicles requiring a driver's license.

Communicates effectively in person or by using telecommunications equipment.

Creates documents, reports, etc., using a writing instrument (such as a pencil or pen) or computer.

Visually verifies information, often in small print.

Reads information, often in small print.





Presents information to small or large groups and individuals.

Grasps, turns, and manipulates objects of varying size and weight, requiring fine motor skills and hand-eye coordination.

Visually locates merchandise and other objects.

### Eligibility Requirements (Applicable to Internal applicants only)

Meet applicable eligibility requirements (see PD-15)

Si	ar	nat	u	re

Associate/App	licant Printed Name	Associate/Applicant Signature	Date
· · · · · · · · · · · · · · · · · · ·		<u> </u>	
	i do not have the al reasonable accom	bility to perform the essential functions of this position modation.	either with or without a
· · · · · · · · · · · · · · · · · · ·	I have the ability to reasonable accome	perform the essential functions of this position either modation.	with or without a
	i have read and understa	nd the essential functions for this position and certify t	hat:
oignature			

#### (b) (6), (b) (7)(C) Sent: (b) (6) (b) (7)(C) /2009 2:01 PM From: To: (6), (b) (7)(C) Cc: ) (6), (b) (7)(C) Subject: Attachments: was very adamant about not being visited by week 41 and spoke to i at any point within that week. So then we called the Clarion Hotel and Where Eagles Gather and could not get an answer. On Mount We then pulled out week 40 and started making some follow up calls on that recap. We called Cherry Hill Aquatics to speak with (b) (6), (b) (7)(C) answered the phone and told us that is the owner of the business but that the salmost never there, one to two Saturday's a month and that the business was closed for the winter. We then called Vision Concept Technologies a business visited the same day as (0)(6), (0)(7)(0), and asked about the visit, [0)(0,00) also said that [0)(0), had never spoken to a rep with Sam's Club and that the only day s not there is on Thursdoys. We then tried to look up Salon on Main by the phone number in MTracks because the comment was renew later. The phone number brought up a different business name, same contact name, different address altogether. At this point is when we decided to go visit some of the places on the recaps that were not adding up or did not have phone numbers. On that same day, [010] (01070) [016] (016) [017] and I drove first to Cherry Hill Aquatics to see if there was anyway that could of spoken with someone there. The business was back behind a corn field on a dirt road, hard to see from the main road. We found it because of the place. Spoke with the place of the pl explained to the nature of the business that they always close for the winter and was just there to do maintenence and prep for the winter. We then drove to the Salon on Main. The address was correct on other salon but the phone number was wrong. The phone number to the Salon was painted in large letters on the window. As we walked in we introduced ourselves and asked to speak with the contact on the recap, at the desk said that there was no <code>@@@that</code> wor<u>ked</u> there. We then let <code>@@d\*</code>know that we were following up on a visit that a representative from our company did. informed us that was the owner of the salon and had never had a visit from anyone from 5am's. We then went to the address that was associated with the phone number on the rep recap. It was a lawyers office/house, Bates and Hasselbeck LLP. The phone number was different on the sign then what was associated with the membership as well as the name was different. We then came back into the club and recapped our findings with (b) (6), (b) (7)(C) and collectively decided that we should have (1)(6) t from 6326 follow (1)(6) around on drave 64 miles without a single visit we decided to terminate. We didn't do it After getting the results from [0](6),00 and learning that was over and left early. had cut some hours that came into the building <sup>(D)(S), (D)(</sup>and I pulled into the office to telk with to about our findings. The didn't offer any tion of the recaps. I explained that during our follow up calls that the people of the violet down claimed they limited. I then asked of the limited t excuses and minimal explanation of hadn't spoke with (0)(6). Cand didn't say anything. I asked about the Salon on Main and told that the contact name of had on the sheet doesn't work there. where was getting the information on the rep recaps because it was obvious that of didn't visit these places. some of it off the expired/deleted report. I said you know that these recaps are for places that you actually visit. 🚾 nodded. I then said So I have no idea what I paid you \$150 in mileage for? and 🖭 nodded. I then asked🕬 where 🚾 went the previous morning and 🚾 told me was working the goldmine sheet that we gave plot I asked 1000 what zip code it was, 1000 told me New Albany. I asked 1000 how 1000 I said which way was that, told me vent down Stelzer rd to Joyce rd to there and told me how ever GPS took Westerville rd came back up Westerville Rd to Morse rd then took Morse rd to New Albany and let GPS guide<u>llas</u>t through New Albany. Which is totally different from what DES said DE did. I then let DES know that we were terminating DES and DE stated that DES had never received a D-day. I tolated because of the nature of the incident it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination a D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination and D-day is not relevant. I askeated it is automatic termination an termination. Then (b)(6), called my(b)(6), (b)(7)(0 got fired for driving 60 miles without stopping. Which was never said during (b) (6), (b) (7)(C) and informed that that has 1067 items in garage and some PMP gift cards that was going to spend. tried to convince on to let on pick up the stuff from the house and of let on come over. on gave on only a few items and no gift cards and told 1000 that until 1000 was paid 1000 mileage from week 42 that 1000 was not giving anything else back. I let 1000 1000 know that 1000 is entitled o) (6). (b) (7)(C); at (b) (6). (b) (7)(C); at (b) (6) to to mileage and all meeds to do is bring in travel voucher from that week that is signed by the readings and we would pay (10 16 to is more than welcome to bring in EXHIBIT (b) (6), (b) (7)(C) 3950 Morse Rd Columbus, OH 43219

(b) (6), (b) (7)(C)

(b) (6), (b) (7)(C)

From: To:

(b) (7)(C)

Sent: (b) (6), (b) (7)(C) /2005 (b) (6), (b) (7)(

Cc:

Subject:

FW: Recap from 6307

Attachments:

This is the recap from [0](6), (0)

(b) (6), (b) (7)(C

3950 Morse Rd Columbus, OH 43219 (b) (6), (b) (7)(C)

(6), (b) (7)(C)

From: (b) (6), (b)

Sent: (b) (6), (b) (7)(C) To: (b) (6), (b) (7)(C)

Subject: FW: Recap from 6307

This morning at 9:54 the associate left the building to go to New Albany and a school. took I-270 south to 670 west all the way to Joyce ave. then to Cleveland ave. then to Westerville road and drove back to Morse road from there took 161 to new Albany drove for around 35 minutes east 161 passing new Albany for several miles then turn back to New Albany. gets there at 10:45 a.m. since 9:54 that left the store. Drove around new Albany stop at the gas station and went back to the store arriving around 11:30a.m. After that left the store at 12:53 and went to new Albany realty building that when I stop the surveillance. Around 64 miles of travel in the morning and not a single visit.

(b) (6), (b) (7)(C)

Sam's Club 6326

(b) (6), (b) (7)(C)
Productivity Tracking Form

					Froductivity Tra	cking Form				· 1
Associate Name:	(b) (6), (b	) (7)(C) _		,	•				(b) (6), (b) (7)(C)	l
25%	Total grade		# 5 ************************************		1.31	Tara Specia	4 % A	For Week Ending:		2009
Soal for Week					2 85 No.	esta tili de leg	er de deglej Del kallandige	Article programs		Tata Membigida Reserse
2.9	Page Sau Dala Marie	Prince.	-	Si sage y	Cartans.	Total Carlos	4 mgaga		·	
fonday Actuals	6	1	<u> </u>	S'1. )	Display to a	erist terri	or thinking a Charles any	Programme 4	An Erran	l dat Ten bord q Delpholog
uesday Actuals										35.₩
desday Actuals				3	2 Renowly					3016
ednesday Actuals	-				10					385.
oursday Actuals					Rosent					35.50
Industrial Testing	>				·					
day Actuals										
nor Actuals										-
Per Melling										
D Total	23	1								
W 1 (186)		ı		3	3 Amend					<sup>4</sup>  55.∞
~										
T,	w/ 2	79 p.10	- \$153	. 45		Renewb	N \$ 245			EXHIBIT
							\$ 31		k	

\$ 31 ∳ >5

# (b) (6), (b) (7)(C) Productivity Tracking Form



For Week Ending (0) (6), (9) (

1 3604

Associate Name: (b) (6), (b) (7)(C)

Date	Terra Saka Dalahista	Projection Fit of the second	Augs Hambers S	Barana Parangan Baran	Company Cyris Mahd in i	Alva seem agas Sprains	Angean A that China Nachallas as	An Gernge Real Mess Sill p	Di Balis	Total Mendulangs Response
ioal for Week					,		,			
Chate	Tillni Salick Data Maria	gramist Arrigad Sin	Eller Maria Barri	রি ক্রপ্রথম এলন্ম স্থাচন হুয়ের	Contan. Aleks Jean Poss	for a Case of Hebrid School Sc	ist the light All the transports in the Countrie lighted	e plumtage Pomblik (K.4)	To Enths	Tabi Membership Reconse
fonday Actuals	5					1				
ruesday Actuals	8									
Bartolik jedin (* ) Sala 1808										
Vednesday Actuals				1-8.75	2 Perusis			,		254.00
在中的1000年度 在1000年度					1					
hursday Actuals	5				1 Renewal			1	٠.	315.00
Arran stables							1			
riday Actuals	1									
pat vol. Luisanno										
Other Actuals									-	
ATOMICS CONT.										
WTD Total	26			1	3	1				569.00
						1		1		741
His to be dead.										

247 miles - \$163

Renewals - \$140 4 105 10 technically old net count as \$275 a new add-on went tement.

# ¬₁M'S CLUB® Daily Marketer's Recap

Business Name: The New Alberta Chamber Address:	Comments: Drapped off cape agistra	hon ff
	helden pape wit.	
Contact Name: Suc	1067 Acct. (if applies/note merch. used):	
	Invoice Comparison: .Yes / No Savings: \$	
Telephone Number:	1000 0000 1000	
Number of Employees:	Time Arrived: Time Left:	□Bus. Credit
Type of Sales Call: ☐ Cold Call ☐ Relationship Call ☐ Sales Call	☐ Follow-Up Required (Date/Time):	☐ Per. Credit
Business Name: Millionium Chang Service	Comments: House	
Address: 5573 Suffector la		
Contact Name:	1067 Acct. (if applies/note merch. used):	
Telephone Number:	Invoice Comparison: Yes / No Savings: \$	
	Total Sold: Pri.: Add-Ons: \$	
Number of Employees:	Time Arrived:Time Left:	
Type of Sales Call: □ Cold Call □ Relationship Call □ Sales Call	☐Follow-Up Required (Date/Time);	
Business Name: New Harrison Family Hours	Comments: will come in the s	hin.
Address: 1745 N Hamilton Rd		
Contact Name:	1067 Acct. (if applies/note merch. used):	
elephone Number: 296 9655	Invoîce Comparison; Yes / No Savings: \$	
Number of Employees:	Total Sold: Pri.: Add-Ons: \$	
Type of Sales Call: DCold Call DRelationship Call DSales Call	Time Officed: Time Left:  Time Left:  Time Left:	☐ Per. Credit
Susiness Name \( \) \( \	1067 Acct. (if applies/note m Invoice Comparison: Yes / N Total Sold: Pri.: Add-Or Time Arrived: Elfollow-Up Required (pate/fix Comments: COS/	
Contact Name:	Invoice Comparison: Yes / No Savings: \$	
elephone Number:	Total Sold: Pri.: Add-Ons: \$	
lumber of Employees:	Time Arrived: Time Left:	
ype of Sales Call: □ Cold Call □ Relationship Call □ Sales Call	☐ Follow-Up Required (tracertime):	☐Per. Credit
/p		
	Total Sold: Pri.: Add-Ons:	\$
nding Mileage:		
nding Mileage:tarting Mileage:	Total Sold: Pri.:Add-Ons:Credit:	

# เฟ'S CLUB® Daily Marketer's Recap

Address: 100 Typelt Ct	Comments: [W.1] ash	
Contact Name:  Telephone Number: 965 - 313 3  Number of Employees:  Type of Sales Call: □Cold Call □Relationship Call □Sales Call	1067 Acct. (if applies/note merch. used): Invoice Comparison: Yes / No Savings: \$ Total Sold: Pn.: Add-Ons: \$ Time Amved: Time Left: DFollow-Up Required (pate/Time):	□ Plus _ □ Bus. Credit
Business Name: Vision Concept Technologies Address:	Comments: (A, , k, b, , s) (b) (6), (b) (7)(C)	
Contact Name:  Telephone Number: 965 - 3520  Number of Employees:  Type of Sales Call: □Cold Call □Relationship Call □Sales Call	1067 Acct. (if applies/note merch. used): Invoice Comparison: Yes / No Savings: \$ Total Sold: Pri.: Add-Ons: \$ Time Arrived: Time Left:  □Follow-Up Required (Data/Time):	_ □Plus _ □Bus. Credit □Per. Credit
Address: 2627 N Carry Line Rd	Comments: Dit kase	
Contact Name:  Telephone Number: (b) (6), (b) (7)(C)  Number of Employees:  Type of Sales Call:   Cold Call  Relationship Call  Sales Call	1067 Acct. (if applies/note merch. used):  Invoice Comparison: Yes / No Savings: \$  Total Sold: Pri.: Add-Ons: \$  Time Arrived: Time Left:  If ollow-Up Required (Date/Time):	_ □Plus □Bus. Credit □Per. Credit
Business Name: The Right Staff Debiling. Address: 465 Compane Br	Comments: No.	
Contact Name: Telephone Number: Number of Employees: Type of Sales Call: □ Cold Call □ Relationship Call □ Sales Call	1067 Acct. (if applies/note merch. used): Invoice Comparison: Yes / No Savings: \$ Total Sold: Pri.: Add-Ons: \$ Time Arrived: Time Left: □ Follow-Up Required (Date/Time):	_ 🗖 Plus
Business Name: Big Walnut Frances Whe Share Address:	Comments:	
Contact Name:  Telephone Number:  Number of Employees:  Type of Sales Call:   Cold Call  Relationship Call  Sales Call	1067 Acct. (if applies/note merch. used): Invoice Comparison: Yes / No Savings: \$ Total Sold: Pri.: Add-Ons: \$ Time Arrived: Time Left:  [] Follow-Up Required (Date/Time):	_ 口Plus
Ending Mileage:	Total Sold: Pri.:Add-Ons: Plus:Credit:	
Starting Mileage:Total Miles  x ¢ per mile  \$ Daily Mileage Expense	Management Approval:	



# Daily Marketer's Recap

1	recycled pape
~~	

WE ARE IN SHIRMESS SAM'S CLUB® Representative:	Date:
Business Name: Milhon Co CADITAL C. Tu DVOI Address: 10.20 Clayerft KB. U Contact Name:	1067 Acct. (if applies/note merch. used):
Telephone Number: <u>\$77 - 1200</u> Number of Employees:  Type of Sales Call: □ Gold Call □ Relationship Call-□ Sales Call	Total Sold: Pri.:Add-Ons:\$ □ Plus  Time Arrived: Time Left: □ Per. Credit  □ Follow-up Required (Oute / Time):
Business Name:	
Contact Name:  Telephone Number:  Number of Employees:  Type of Sales Call:   Cold Call   Relationship Call   Sales Call	Time Arrived: Time Left: Per Credit
Business Name:	Comments:
Contact Name: Telephone Number: Number of Employees: Type of Sales Call: □ Cold Call □ Relationship Call □ Sales Call-	1067, Acct. (if applies/note merch. used): Invoice Comparison: Yes / No Savings: \$  Total Sold: Pri.: Add-Ons: \$ □ Plus  Time Arrived: □ Time Left: □ Pec Credit  □ Follow-up Required (Date / Time):
Business Name:	Coftiments:
Contact Name: Telephone Number: Number of Employees: Type of Sales Call: □ Cold Call □ Relationship Call □ Sales Call	1067 Acct. (if applies/note merch. used): Invoice Comparison: Yes / No Savings: \$  Total Sold: Pri.: Add-Ons: \$ □ Plus Time Arrived: □ Time Left: □ Per. Credit □ Follow-up Required (Date / Time):
Business Name:	Comments:
Contact Name:  Telephone Number:  Number of Employees:  Type of Sales Call:   Cold Call   Relationship Call   Sales Call	1067 Acct. (if applies/note merch. used):  Invoice Comparison: Yes / No Savings: \$  Total Sold: Pri.:Add-Ons:\$ □ Plus  Time Arrived:Time Left: □ Per. Credit  □ Follow-up Required (Date / Time):
Inding Mileage:	Total Sold: Pri.:Add-Oris:\$

#### **Exit Interview Form**

### Wal-Mart Stores, Inc. **EXIT INTERVIEW**

**Printed From GAIN** Associate Information

Associate Name : (b) (6)	(b) $(7)(C)$	WIN: (b) (6), (b) (7)(C)	SSN # (b) (6	), (b) (7)(C)

Address (b) (6), (b) (7)(C) Phone: (b) (6), (b) (7)(C)

Facility #:6307 Division #: 18 Associate Type: Hourly

Effective Date: (0)(6)(0)(7)(7) 2009 2009 Last Worked Date:

Last Position Held:- Last Rate of Pay:

**Company Property Information** 

The following applicable Wal-Mart property must be collected at the time of Exit Interview.

📕 Badge 👺 Discount Card 藤 Membership Card 📓 Company Issued Clothings 🗐 Weight Belt

🕮 Box Cutter 🗐 Freezer Gear

Note: To be considered for re-employment, you must re-apply. Your previous work record with Wal\*Mart Stores, Inc. will be reviewed. The Company assumes no obligation to contact you for possible re-employment. Where state laws allow, a Neutral Reference will be provided to external employers seeking information regarding your employment with Wal Mart Stores, Inc. Dates of employment and last position held is the only information that will be released.

Summary of Termination Information

Termination Type: Involuntary Termination

Termination Reason: Gross Misconduct - Integrity Issue

Eligible for Rehire Non-Rehirable

Status:

**EXHIBIT** 

Last Day Worked: (0)(6)(0)/2009

**Manager Comments** 

Signatures

Associate Name :	(b) (6), (b) (7)(C)	Date:	(b) (6). (b) (7)(C) 2009	Electronic Acknowledge:	;
Supervisor Name :	(b) (6), (b) (7)(C)	Date:	(b) (6), (b) (7)(C) 2009	Electronic Acknowledge:	
Witness Name :	(b) (6), (b) (7)(C)	Date:	(b) (6). (b) (7)(C) 2009	Electronic Acknowledge:	

Provided below is important information related to your separation....

Continuation of Benefits (800) 421-1362 COBRA DISCOUNT CARD - RETIREE Application Information (800) 421-1362

(877) 740-2116 \* must call within 31 days c LIFE INSURANCE Conversion of Benefits coverage ends

PROFIT SHARING Account Information (888) 968-4015 STOCK OWNERSHIP Account Information (800) 438-6278

(888) WMT401K OR (888) 968-4015 401K Account Information

RESOURCES FOR LIVING Counseling Service (800) 825-3555

# Romantic Relationships Policy (PD-22) National

Updated: March 1, 2008



This Policy applies to all Associates who work for Wal-Mart Stores, Inc., or one of its subsidiary companies, in the United States ("Wal-Mart").

#### **Policy**

Wal-Mart's success depends on positive Associate morale and good working team relationships. The Company expects all Associates to conduct themselves in a manner that promotes respect and trust in the workplace. Additionally, Wal-Mart does not prohibit, or intend to discourage, the development of friendships or social interactions such as lunches, dinners, or after-work gatherings.

However, if an Associate were to supervise or influence the terms and conditions of employment of their romantic relationship partner, an actual or perceived conflict of interest could occur, and protection of the Company's assets might be compromised. Additionally, such situations can cause disruption in the work environment, and negatively impact other Associates and the ability to serve Customers and Members. Therefore, no Associate may enter into a romantic relationship with another Associate if one Associate supervises or can influence the terms or conditions of the other Associate's employment, or where such placement would adversely impact the protection of Company assets.

Romantic relationship means a consensual relationship between individuals of a romantic or intimate nature.

Romantic relationship partner means one of the individuals in a romantic relationship.

Wol-Mart's Statement of Ethics Policy, (GE-01) addresses relationships between an Associate and a Supplier's employees.

#### **Expected Conduct**

Wal-Mart expects the following conduct:

Associates must not supervise their romantic relationship partner. Therefore, you must not enter into a romantic relationship with an Associate whom you supervise or who supervises you.

Associates must not influence the terms and conditions of their romantic relationship partner's employment. Therefore, you must not enter into a romantic relationship with another Associate if you can influence the terms and

1

þ

ģ

conditions of the Associate's employment, or if s/he can influence the terms and conditions of your employment.

 Associates must not compromise the protection of company assets, or the "chain of security." Therefore, an Associate who is involved in a romantic relationship with another Associate may not be placed in a position that would involve both Associates handling or processing the same funds.

Associates must not conduct an investigation involving their romantic relationship partner.

Associates must not engage in intimate or sexual contact in the workplace, even if consensual.

Wal-Mart does not prohibit romantic relationships between hourly Associates, between management Associates or between hourly and management Associates, unless a supervisory relationship exists between the Associates as described above. The Company also does not prohibit romantic relationships between Associates who work in different divisions, specialty departments, stores, clubs, or similar situations where neither individual has the ability to influence the terms and conditions of employment of the other.

Chain of Security refers to handling or processing funds.

#### Duty to Disclose and Seek a Transfer

When a supervisory relationship exists between two Associates who have a desire to pursue a romantic relationship, one of the Associate's must disclose the existence of the relationship to an appropriate Salaried Member of Management and request a transfer for one of the individuals involved to eliminate their supervisory relationship. Such a transfer will be permitted only when:

- An Associate makes the transfer request prior to an allegation and/or an investigation of a potential Policy violation;
- An appropriate position is available; and
- The Associate seeking the transfer assumes any and all expenses, including relocation costs, related to the transfer.

The transferred Associate will receive the wages, hours, and/or schedule that are appropriate for the position to which s/he is transferred.

#### Reporting Procedures

If you experience, observe, or become aware of any conduct that may violate this Policy, you should immediately report the violation to your Facility Manager, Division Manager (Home Office) or Human Resources, unless you are reporting a potential Policy violation by your Facility Manager. This includes

disclosing a conflict in which you are a participant.

If you believe your Facility Manager may be violating this Policy, you should immediately report the violation to the next level of management, or you may report the violation confidentially and/or anonymously to the Wal-Mart Ethics Helpline, 1-800-WMETHIC (1-800-963-8442).

Important: Wal-Mart strictly forbids retaliation of any kind for reporting conduct that may violate this Policy or for cooperating in an investigation. Any Associate who retaliates against another Associate for reporting a potential violation or cooperating in an investigation will be subject to discipline, up to and including termination.

#### Investigation and Appropriate Action

Wai-Mart will take any reported violation of this Policy seriously and retaliation of any kind for reporting conduct that may violate the Policy or for cooperating in an investigation is not acceptable. Upon notice of a potential Policy violation, the appropriate Salaried Member of Management will promptly and thoroughly investigate the matter and take appropriate action.

If an investigation reveals a violation of this Policy, appropriate action will be taken. In the event employment is terminated for a violation of this Policy, the Associate will not be eligible for rehire.

#### Contacts

1

For further guidance, contact:

Facility	Contact
Wal-Mart Stores:	Store Manager Market Manager Market Human Resources Manager Regional Human Resources Director
Sam's Clubs:	Club Manager Market Manager Market Human Resources Manager Regional Human Resources Director
Field Logistics:	Human Resources Manager Regional Human Resources Manager
Home Office:	People Manager People Director



Littler Mendelson, P.C. 21 East State Street Suite 1600 Columbus, OH 43215

March 17, 2010

١

Alison M. Day 614.463.4212 direct 614.463.4201 main 614.221.3301 fax adhall@littler.com

### VIA MAIL AND ELECTRONIC MAIL (ERIC.TAYLOR@NLRB.GOV)

Eric A. Taylor National Labor Relations Board – Region 9 3003 John Weld Peck Federal Building 550 Main Street Cincinnati, Ohio 45202-3271

Re:

(b) (b) (7)(C) and Sam's Club, a Division of Wal-Mart Stores, Inc..<sup>1</sup> Case 9-CA-45386

Dear Mr. Taylor:

This letter is a follow-up to your prior correspondence requesting contact information for various Sam's associates employed at Club #6307. Consistent with the telephone conference between you and I on March 15, 2010, it is my understanding that you have agreed to revise and narrow your February 5, 2010 request for the contact information of all associates who were employed at Club #6307 from July 1, 2009 to November 20, 2009. Specifically, you revised your request to seek contact information of the hourly associates employed from July 1, 2009 to November 20, 2009 in the membership, marketing, front-end, and fresh departments only.

Walmart maintains that the requested information is overly broad. However, without waiving this objection, I have enclosed a listing of the contact information for the hourly associates employed at Club #6307 who were employed in the membership, marketing, front end, and produce departments (Departments 990, 992 and 56) from July 1, 2009 to November 20, 2009. After further review of the department listing that was provided to you on March 4, 2010, I believe that the relevant department is the produce department since there is no department named "fresh". Additionally, as previously indicated, if you wish to speak to management associates, please contact me and I will arrange for a date and time for you to speak to the necessary associates.

<sup>&</sup>lt;sup>1</sup> (b) (6) (b) (7) (c) improperly identifies "Sam's Club, a Division of Wal-Mart Stores, Inc." as the Respondent in this matter. The appropriate Respondent in this matter is Sam's East Inc. which is the operating entity for Club #6307 in Columbus, Ohio. Sam's Club respectfully requests that the Charge be amended to reflect the appropriate Respondent.

Eric A. Taylor March 17, 2010 Page 2

Thank you for your cooperation in this matter. Should you have any questions, please do not hesitate to contact either Brooke Niedecken or me.

Very truly yours,

Alison M. Day

Enclosure

(b) (6), (b) (7)(C)

RECEIVED MLRB REGION C

2010 MAR 18 P 1:50

CINCINNATI, 0:1

Last Name (b) (6), (b) (7)(	First Name	Address	City	State	Zip Code	Dept# 56 56 56 56 56 56 56 56 56 56 56 56 56	302 302 302 302 302 302 101 302 302 101 302 302 302 302 302 302 501 501 501 540
						990 990 990	501 501 501
						990 990 990 990	540 501 501 510
						990 990 990	501 501 530

(b) (6), (b) (7)(C)	i	
	990	501
	990	501
	990	530
	990	501
	990	501
	990	501
	990	520
	990	530
	990	501
	990	501
	990	501
	990	540
	990	501
	990	501
	990	501
	990	501
	990	501
	990	501
	990	510
	990	540
	990	540
	990	540
	990	501
	990	501
	990	501
	990 .	510
	990	540
	990	501
	990	510
	990	501
	990	510
	990	510
	990	501
	990	510
	990	530
	990	101
	990	510
	•	

(b) (6), (b) (7)(C)	
	990 510
	990 510 990 501
	990 501
	990 501
	990 501
	990 501
	990 520
	990 501
	990 540
	990 501
	990 510
	990 501
	990 501
	990 501
	990 530
	990 501
	990 540
	990 501
	990 501
	990 520
	990 520
	990 501
	990 501
	990 501
	990 530 990 520
	990 520
	990 501
	990 501
	990 510
	990 510
	990 541
	990 540
	990 510
	990 501
	990 501
	990 501

.

(b) (6), (b) (7)(C)		
	990	501
	990	540
	990	501
	990	510
	990	530
	990	530
	990	540
	990	501
	990	540
	990	501
	990	501
	990	501
	990	540
	990	501
	990	501
	990	540
	990	501
	990	540
	990	530
	990	501
	990	501
	990	510
	990	501
	990	501
	990	501
	990	540
	990	501
	990	501
	990	530
	990	520
	990	501
	990	530
	990	501
	990	540
	990	520
	990	540
	990	501

.

(b) (6), (b) (7)(C)		
	990	530
	990	501
	990	530
	990	501
	990	510
	990	501
	990	501
	990	501
	990	501
	990	501
	990	501
	990	520
	990	510
	990	501
	990	501
	990	501
	990	530
	990	530
	990	501
	990	501
	990	541
	990	541
	990	540
	990	540
	990	510
	990	101
	990	510
	990	501
	990	501
	990	501
	992	101
	992 992	700 705
	992 992	705
	992	706
	992	700
	992	707

\_\_\_\_\_\_\_

(b) (6), (b) (7)(C) 992 

REGICI; C KIERB RECEINED

02:1 q 81 AAM 0102

CINCINUATIL, OH

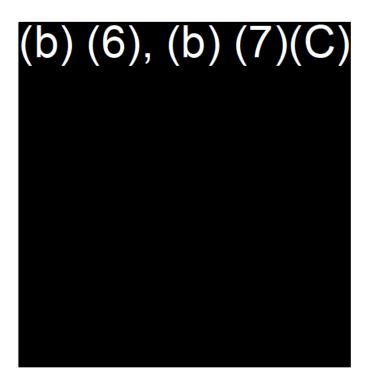
						Str	Str
Last Name	First Name	Address	City	State	Zip Code	Dept#	JobCode
(b) (6), (b) (7)(C)						990	501
						990	501
						990	540
						990	501
						990	501
						990	510
						990	530
						992	706

•

BECION C WEB BECEINED

- 2010 MAR 18 P 1:50

CINCINNATT, OH



Initial complaint made to (b) (6), (b) (7)(C) by me regarding (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) dating and conducting (b) (6), (b) (6), (b) (7)(C) position. (b) (6), (b) (7)(C) position. (c) proceeded to bring in (b) (6), (b) (7)(C) position. (c) proceeded to bring in (b) (6), (b) (7)(C) position. (c) proceeded to bring in (c) (6), (b) (7)(C) position. (c) proceeded to bring in (c) (6), (c) (7)(C) position. (c) proceeded to bring in (c) (6), (c) (7)(C) position. (c) proceeded to bring in (c) (6), (c) (7)(C) position. (c) proceeded to bring in (c) (6), (c) (7)(C) position. (c) proceeded to bring in (c) (6), (c) (7)(C) position. (c) (6), (c) (7)(C) p

Both (b) (6), (b) (7)(C) and (b) (6), (b) (7)(C) were on vacation this week so no known action regarding the matter took place. The following week when both returned no known action took place maybe due to the fact the club was undergoing its yearly audit.

business and that was angry when was a bit hostile when explaining these things but became a bit nicer as the conversation went on. I also let was a surred me this was against policy and that would speak with

(b) (6), (b) (7)(C) — Sent an email to regarding the regarding issue. Week and a half later regarding asks me to come to office and talks to me about the email. The same thing was said to regarding the regarding

nor myself back in to record the information. A minor issue occurred involving another (b) (a) (b) (7)(c) that prompted the supervisor to call the (b) (6), (b) (7)(c). Later that day I

questioned one of about one investigation because I had not heard any updates, and also brought up my concerns regarding the situation with the (b)(6),(b)(7)(c) and one of informed me that one is still working on the issue regarding myself and that one to get the info.

— Management had me followed while working in the field suspecting I was not doing what I was supposed to be doing. That day I worked off our Goldmine which is a list of business leads that has not been updated in years. The use of the goldmine is heavily stressed upon. I took 3 sheets about 12 businesses with addresses that did not exist or were houses. do not go to houses and when I followed the leads given to me by Sam's Club they claimed I did not get out of my car and purposely racked up mileage for reimbursement.

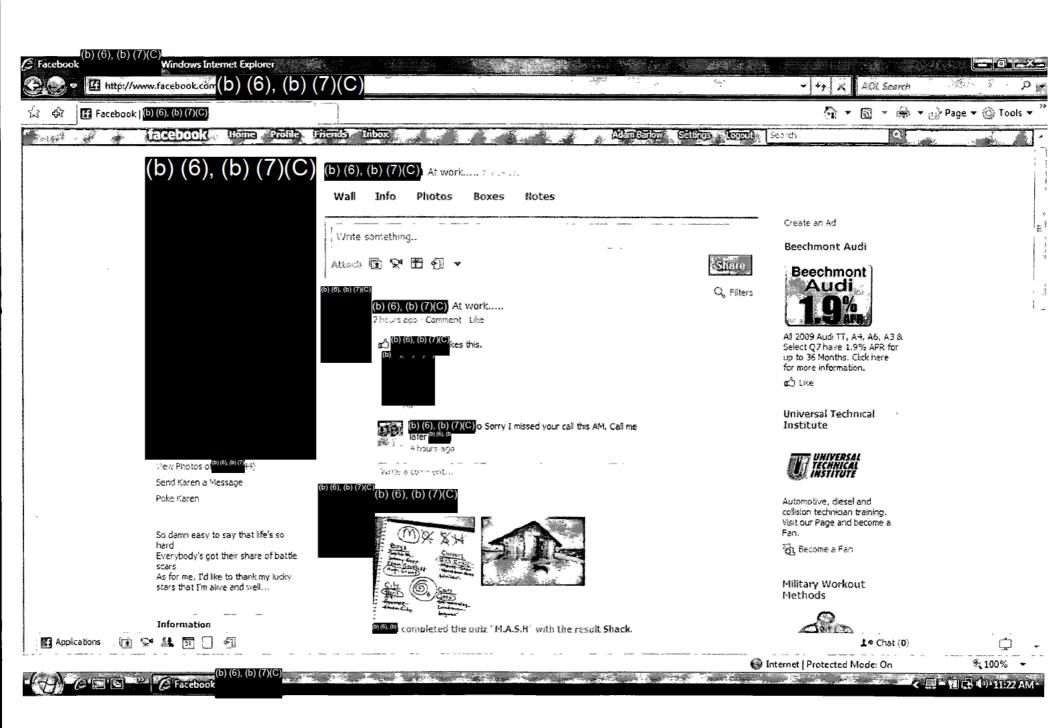
### - Terminated

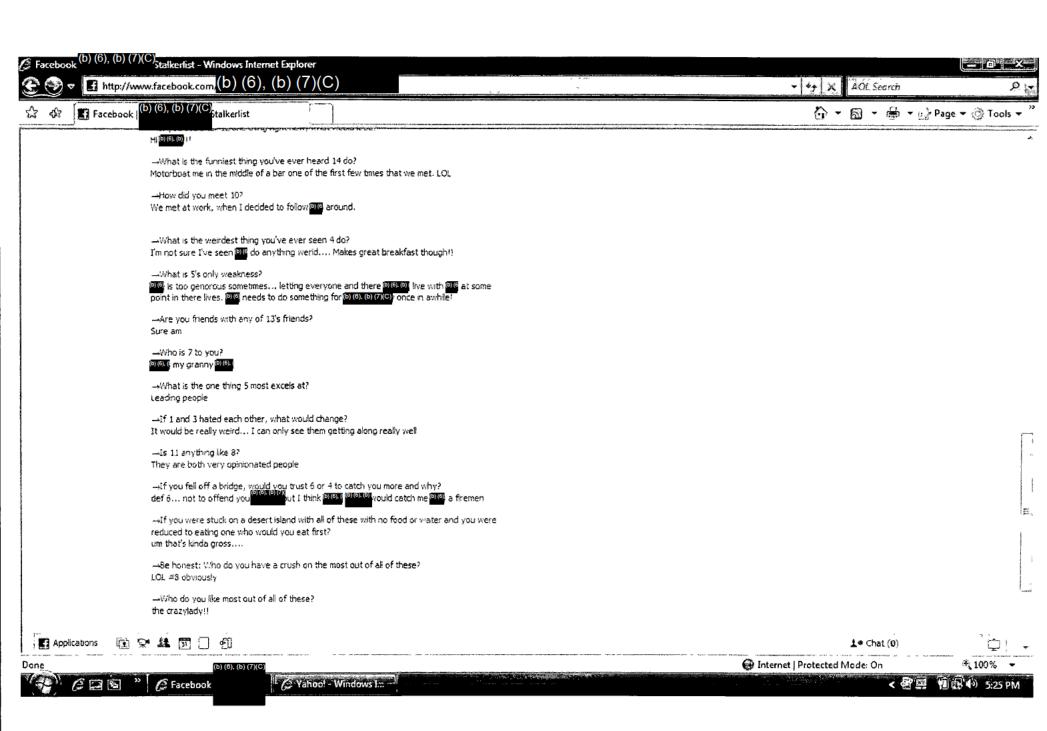
Again they never established contact with 2 out of the 3 places they claimed I did not go to in their reasons for terminating me. Normally even if contact is established it is hard to go by any information given by the person they contacted because it might not be the same person whom I went in and spoke

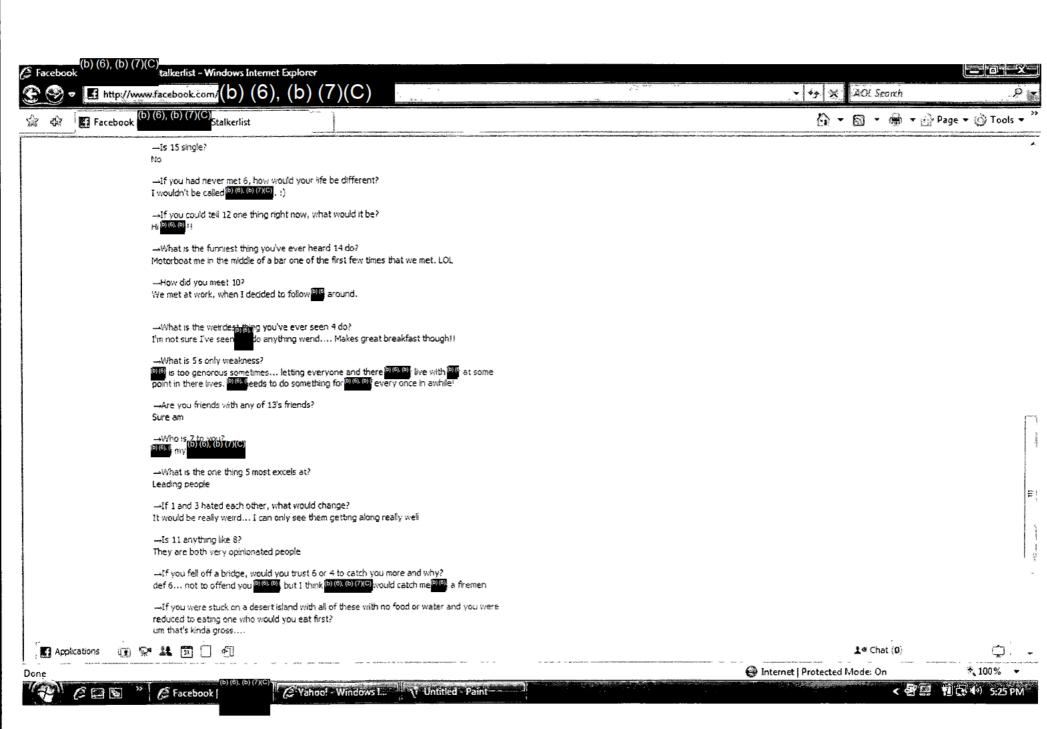
to. Normally when a (b) (6), (b) (7)(c) comes into a business, employees rarely pass on the information or let the owner know you stopped in. Which is why they followed me and in the past when they follow someone, they actually catch the reps doing things like tanning, shopping, or other activities that would violate company policy. I was followed and I was following policy.

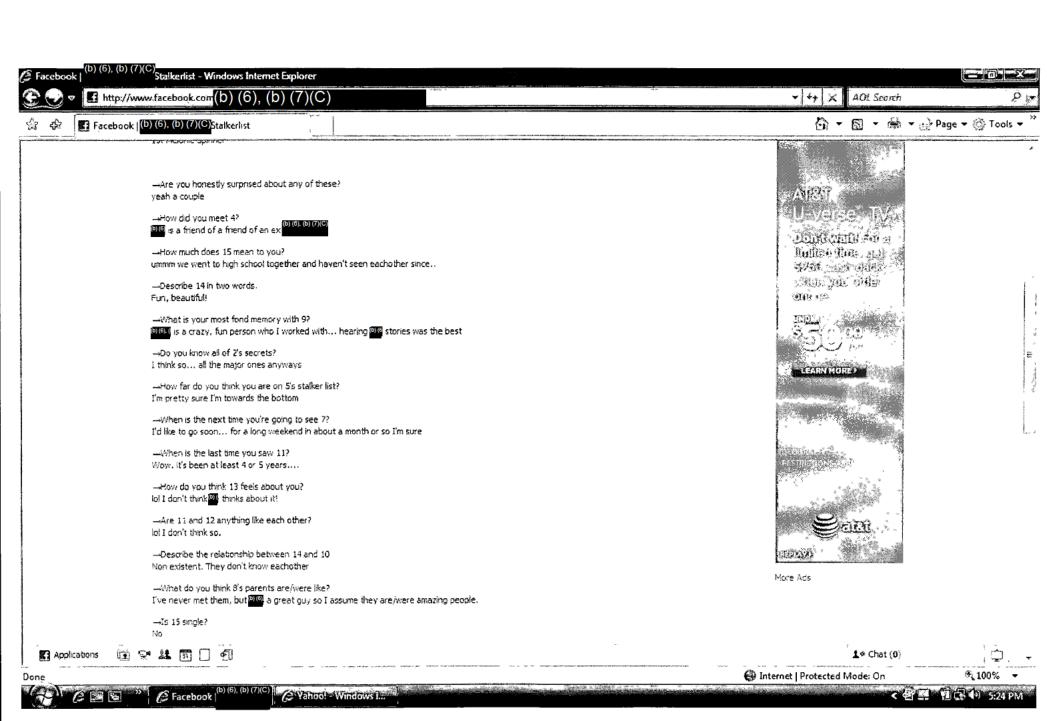
(b) (6), (b) (7)(C)

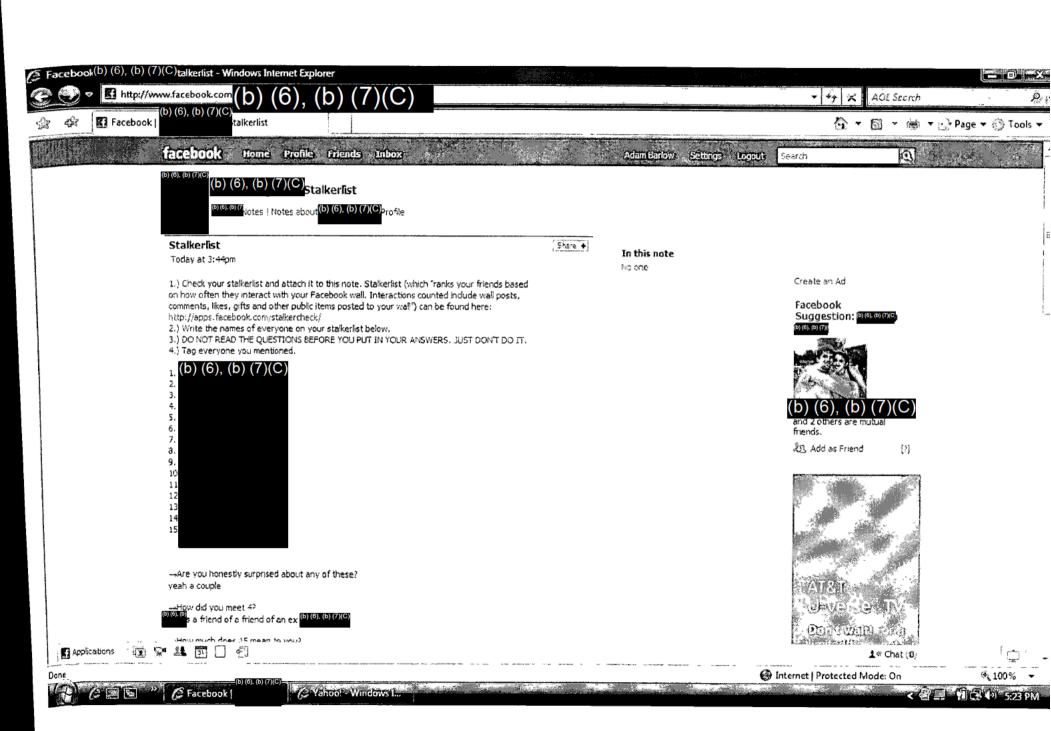
Best time to call between [916] (9)







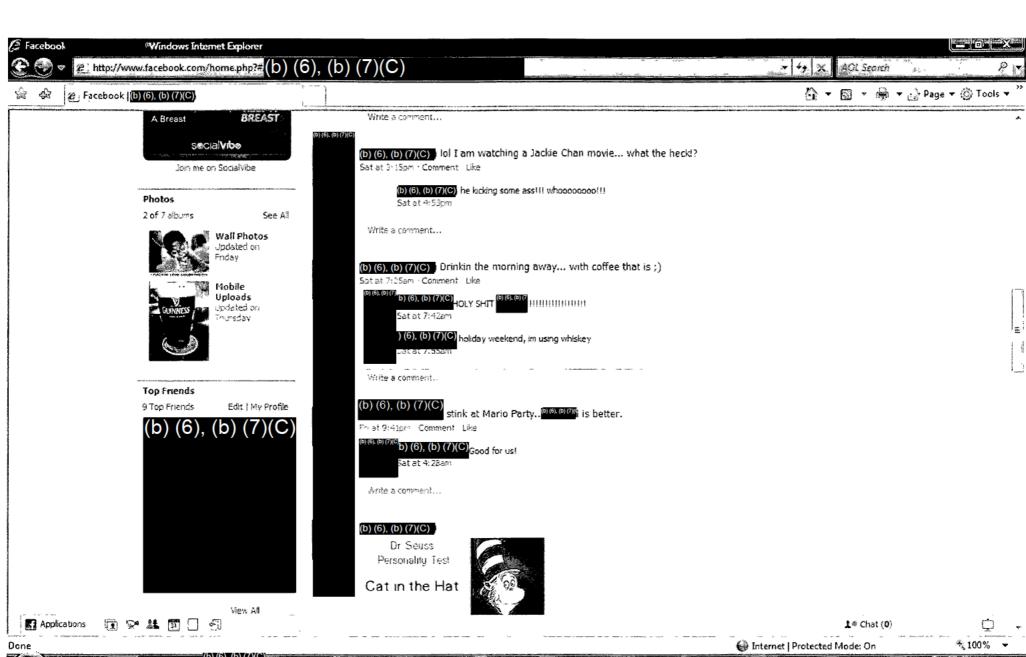






Facebook

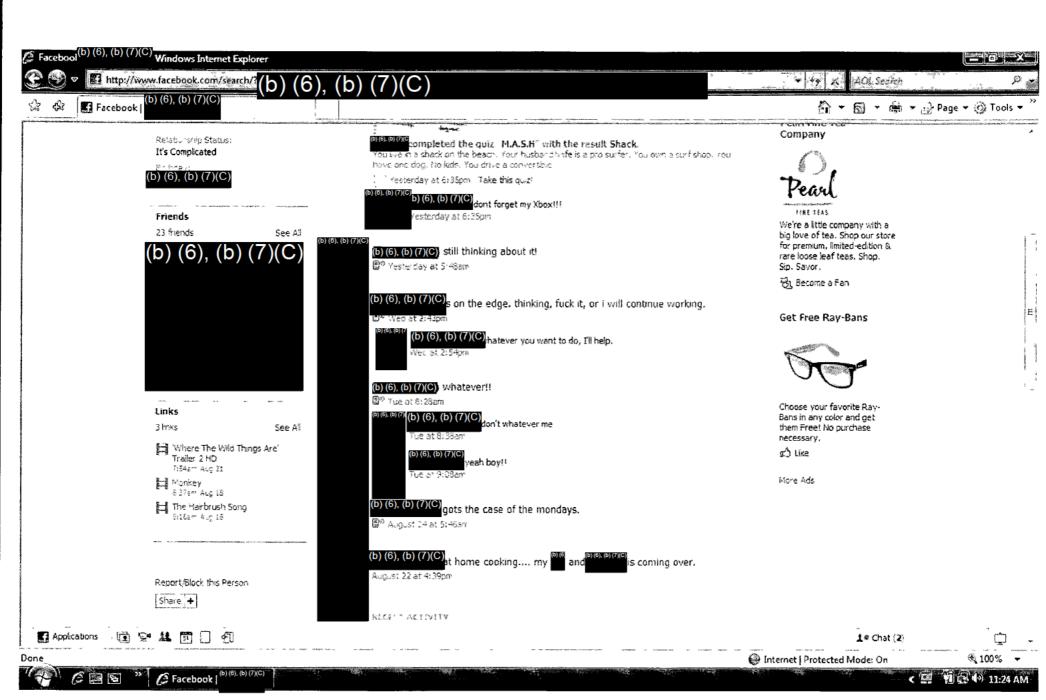
< 旬む 7:32 AM

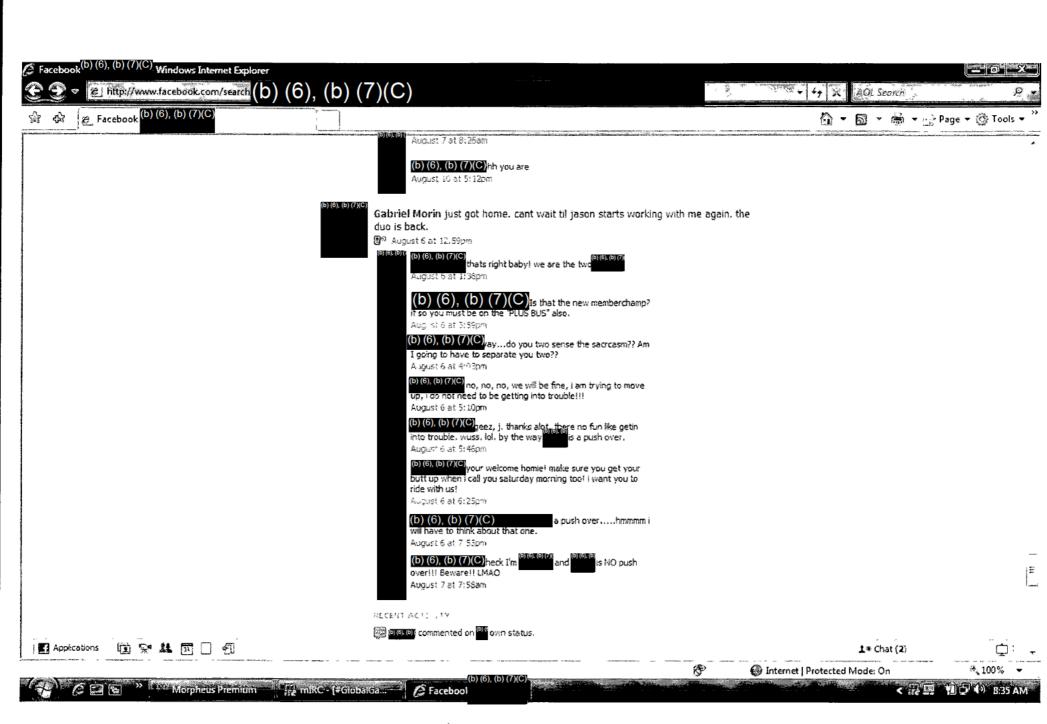


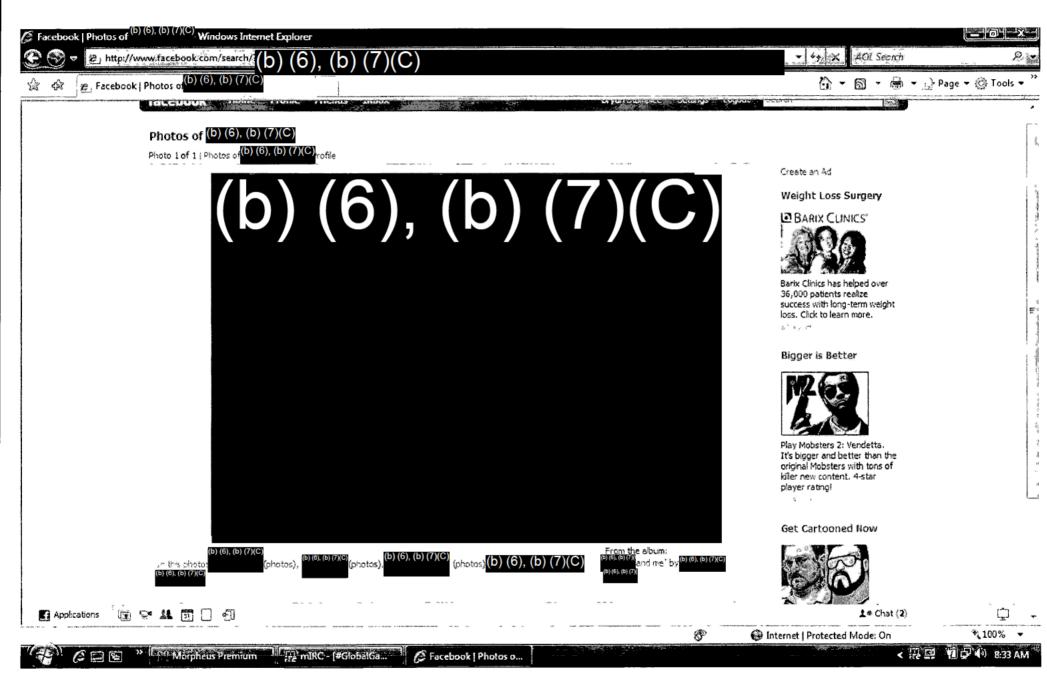
Facebook

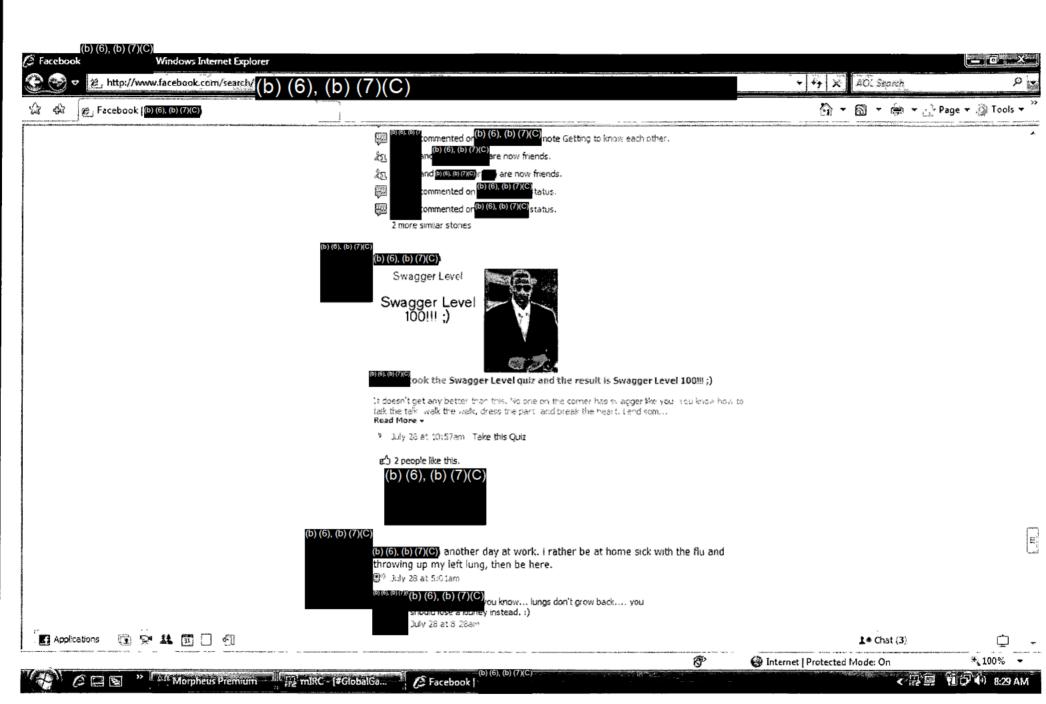
**包**図 ∅ 4:13 AM

















### Taylor, Eric A.

From:

Sent:

Sunday, January 24, 2010 4:43 AM

To:

Taylor, Eric A.

Subject:

Sam's Club/FB

**Attachments**: fbk.jpg; fb19.jpg; fb16.jpg; fb15.jpg; fb14.jpg; fb13.jpg; fb12.jpg; fb10.jpg; fb9.jpg; fb6.jpg; fb5.jpg; fb4.jpg; fb4.jpg; fb2.jpg; fb1.jpg

Eric here are the facebook screenshots I have.

· Previous | Next 🦠

Daily Labor Report: All Issues > 2010 > January > 01/26/2010 > News > Workforce Reductions: Sam's Club to Outsource Product Demos, Eliminating 11,200 Mostly Part-Time Jobs

#### 15 DLR A-3

# Workforce Reductions Sam's Club to Outsource Product Demos, Eliminating 11,200 Mostly Part-Time Jobs

Sam's Club, the warehouse club division of Wal-Mart Stores Inc., Jan. 24 announced it would be outsourcing product demonstration functions within its stores, eliminating about 10,000 mostly part-time jobs.

In addition, Sam's Club President and Chief Executive Officer Brian Cornell said in the announcement that the company would eliminate the position of new business membership representative, affecting about two employees per store, or 1,200 workers.

Follow these links for other recent articles related to:

### Topics:

Retail Stores Workforce Reductions

### Industries:

Retail Stores

The product demonstration positions are being outsourced to Shopper Events, a Rogers, Ark.-based company that currently is contracted to provide product demonstrations in Wal-Mart stores. Cornell said that Shopper Events would "rapidly staff up to accommodate this new business and that it expects to hire roughly the same number of people" as are losing their jobs. Affected workers will be able to apply for positions with Shopper Events, Cornell said.

"We do not make these decisions lightly, and know that this is a difficult development for the members of our Sam's Club family who will be leaving the company," Cornell said. "I also know that this will be a hard time for others in the Club who have worked with these Associates and, in many cases, formed close relationships."

"Eligible associates" will receive severance pay and benefits, Cornell said, and affected workers also will be able to apply for open positions at Sam's Club and Wal-Mart stores, in addition to jobs with Shopper Events.

Earlier this year, Sam's Club announced the closure of 10 of its stores, eliminating about 1,500 jobs (8 DLR A-10, 1/14/10).

\* Previous | Next

Top

Home | About | Help

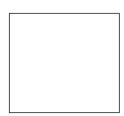
Contact Us or call 1-800-372-1033

ISSN 1522-5968

Copyright © 2010, The Bureau of National Affairs, Inc. | Copyright FAQs | Internet Privacy Policy | BNA Accessibility Statement | License

Reproduction or redistribution, in who'e or in part, and in any form, without express written permission, is prohibited except as permitted by the BNA Copyright Policy. http://www.bna.com/corp/index.html#V

1



**United States Government** 

## NATIONAL LABOR RELATIONS BOARD

Region 9 3003 John Weld Peck Federal Building 550 Main Street

Cincinnati, Ohio 45202-3271 Facsimile: (513) 684-3946

March 30, 2010

Telephone: (513) 684-3686



Re: Sam's Club, a Division of Wal-Mart Stores, Inc. Case 9-CA-45386

Dear (b) (6), (b) (7)(C)

This will acknowledge your request to withdraw the charge filed in the above-entitled matter. I have approved such withdrawal and the case is closed on our records.

Very truly yours,

Gary W. Muffley Regional Director

GWM/EAT/md

ce: (b) (6), (b) (7)(C)

Sam's Club, a Division of Wal-Mart Stores, Inc. 3950 Morse Road Columbus, OH 43219

Ms. Alison M. Day Attorney at Law Littler Mendelson P.C. 21 East State Street, Suite 1600 Columbus, OH 43215-4238